



**ACED**  
Agricultural Competitiveness and  
Enterprise Development Project



# STUDY OF TRANSPORT SERVICES FOR THE EXPORT OF FRESH FRUITS AND VEGETABLES FROM THE REPUBLIC OF MOLDOVA



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## CONTENT

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|  |           |
|--|-----------|
| <b>CONTENT .....</b>   | <b>2</b>  |
| <b>INTRODUCTION .....</b>  | <b>4</b>  |
| <b>1. BACKGROUND .....</b>   | <b>7</b>  |
| 1.1. Freight road transport capabilities of the Republic of Moldova for the export of fresh fruits and vegetables.....   | 7         |
| 1.2. Freight railway transport capabilities of the Republic of Moldova for the export of fresh fruits and vegetables .....   | 9         |
| 1.3. Logistics companies and freight forwarding agencies .....   | 10        |
| <b>2. LEGAL ISSUES.....</b>  | <b>11</b> |
| 2.1. Activities of international organizations in the field of road transport .....  | 11        |
| 2.2. Main international agreements in the field of road transport of goods .....   | 15        |
| 2.3. Permit system for international transport of goods .....  | 19        |
| <b>3. ORGANIZATION OF TRANSPORT BUSINESS.....</b>  | <b>23</b> |
| 3.1. Access to transport business.....   | 23        |
| 3.2. Existing practice of transportation of fresh fruits and vegetables by transport companies .....   | 26        |
| 3.3. Time of delivery. The average elapsed time between placing an order and securing a truck (from the perspective of the transportation service provider and customer) ..... | 30        |
| 3.4. Competition in the transport market .....   | 36        |
| <b>4. CALCULATION OF PRICE FOR THE DELIVERY OF FRESH FRUITS AND VEGETABLES BY THE MAIN AREAS.....</b>  | <b>38</b> |
| 4.1. Price and costs. Information on the costs of the various elements of the transportation service (example for a typical shipment to Moscow) .....                          | 38        |
| 4.2. Price breakout depending on different factors .....   | 43        |
| 4.3. The frequency with which a refrigerated truck returns empty to Moldova from Moscow (deadhead) and how does it impact the cost/price .....                                 | 45        |
| 4.4. Price and delivery time to main geographical destinations: (refrigerated and non-refrigerated broken out separately by month/season as generally quoted) .....            | 49        |
| 4.5. Price and time of delivery of perishable goods in refrigerated rail sections .....  | 52        |
| 4.6. Price and time of delivery of perishable goods by air and by sea .....  | 54        |
| <b>5. BARRIERS TO THE DEVELOPMENT OF TRANSPORT BUSINESS .....</b>  | <b>57</b> |
| <b>APPENDIX.....</b>   | <b>58</b> |

## List of Tables

|   |    |
|---|----|
| Table 1. Number of permits and their price.....   | 22 |
| Table 2. The average elapsed time for every transportation phase.....   | 31 |
| Table 3. Possible variants of border points to cross and distances between them for a typical shipment to Moscow..... | 34 |
| Table 4. Victoria Asigurari JSC company offer for this type of assurance.....   | 40 |
| Table 5. Calculation of gross profit for a shipment delivery to Moscow .....  | 42 |
| Table 6. Price breakout depending on different type of products .....   | 43 |
| Table 7. Costs depending on different possible variants of shipments .....  | 46 |
| Table 8. Road cold transportation (20 ton refrigerated truck).....  | 49 |
| Table 9. Time of delivery of perishable goods in refrigerated rail sections to different destinations.....            | 54 |

## List of Figures

|  |    |
|--|----|
| Figure 1. Classification of vehicles by their design.....  | 7  |
| Figure 2. Classification of vehicles by their body .....   | 8  |
| Figure 3. Distribution of transportation firms by the number of refrigerators .....              | 8  |
| Figure 4. Railway refrigerated car.....  | 9  |
| Figure 5. Pyramid of services .....  | 10 |
| Figure 6. Schematic presentation of the value chain of the export of fruits and vegetables ..... | 28 |

## List of Appendix

|  |     |
|--|-----|
| Appendix 1. Types of trucks used to transport fresh products.....  | 58  |
| Appendix 2. List of transport companies of the Republic of Moldova that have refrigerated rolling stock and able of international transport of goods ..... | 61  |
| Appendix 3. List of local logistics companies.....   | 68  |
| Appendix 4. List of local freight forwarders.....  | 69  |
| Appendix 5. List of major regional carriers.....   | 82  |
| Appendix 6. List of major regional logistics companies .....   | 89  |
| Appendix 7. List of major regional freight forwarders.....   | 94  |
| Appendix 8. The offer with the cost of transportation and all necessary payments for the export of perishable goods in refrigerated rail sections.....     | 101 |
| Appendix 9. International confirmed rules on railway transportation of perishable load in refrigerated wagons (transportation deadlines) .....             | 102 |
| Appendix 10. List of local companies holding Rosspotrebnadzor permits for the import of fruits and vegetables to Russia.....                               | 106 |
| Appendix 11. The offer with the cost of transportation and all necessary payments for the export of perishable goods in refrigerated sections by sea.....  | 118 |

## INTRODUCTION

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Freight transport activities is a complex of works and services associated with the preparation, organization and performance of the transport of goods, including freight forwarding, technical maintenance of the rolling stock, etc.

One of the most important factors that influence the development of the international transport of goods is the dynamics of the foreign economic activity of a state. International trade has a leading place in the world economic relations. International trade exchange is both a prerequisite and a consequence of the international division of labor, is an important factor in the formation and functioning of the world economy. In its historical evolution it passed from one-border transactions to long-term large-scale economic and trade cooperation.

One of the major exports of the Republic of Moldova is fresh fruits and vegetables. Such goods are classified as perishable. Their transport, especially over long distances, requires specialized vehicles, which will be able to provide not only a quick and timely delivery, but maintenance of microclimate during transport in the cargo compartment conducive to allow improved safety of goods.

The freight forwarding enterprises, regardless of the form of ownership, to operate successfully in the transport market, shall be provided with high level of quality of transport service for customers, efficiency of transport and proper competitive transport services.

The increase in the efficiency of the use of transport means in the transport of goods in the international traffic mainly depends on the proper organization of the transportation process, which involves:

- reduction of the time of idle of motor vehicles during loading and unloading the goods at the expense of the preparation and strict adherence to the delivery schedules and work of motor vehicles, creation of access roads and areas for manoeuvring trucks, preliminary preparation of goods, etc.
- proper placement and fixing of goods in the body that provides even weight distribution on the chassis of the vehicle and easy handling;
- optimal traffic conditions of motor vehicles in the relevant sections of the road taking into account the condition of the road surface, visibility, traffic and other factors in strict compliance with the Traffic Rules and drivers' knowledge of basic technical characteristics and rules of operation of various brands of road transport vehicles for the transport of the corresponding goods;
- the transportation of goods shall be made by the rational route planning given the shortest distances, running conditions on each step of the way, ensuring the load of motor vehicles in both directions.

The quality of transport services for customers usually mean completeness, speed, timeliness or uniformity of delivery and safety of goods, transport safety, as well as complexity, availability and culture of service for transport users.

All this determines the *relevance* of this study.

*The aim of this work* is to develop recommendations to address barriers to the development of export of fresh fruits and vegetables in the Republic of Moldova.

To achieve this goal, this paper aims to solve the following *issues*:

- to analyze the freight transport capabilities of Moldova, able to provide these services;
- to examine the legal issues related to the transport of goods in international traffic;
- to analyze the existing practice of delivery of fresh fruits and vegetables for export from the Republic of Moldova;
- to investigate the state and schemes of doing business in international transport of goods in the Republic of Moldova;
- to calculate the costs and prices of export transportation of fruits and vegetables in the main directions;
- to identify the main obstacles to the development of export transport of fresh fruits and vegetables in the Republic of Moldova.

*The object of research* in this paper are mainly the transport companies transporting goods in international traffic, as well as conditions of the transport business in the Republic of Moldova.

In this study, interviews were conducted with the following respondents:

- Representatives of 13 transport companies owned refrigerators:
  - 3 small (up to 5 refrigerators);
  - 8 medium (from 6 to 15 refrigerators), of which 3 companies provide freight forwarding services as well;
  - 2 large (over 15 refrigerators), of which 1 company has 40 leased refrigerators.
- Representatives of a logistic company.
- Two owners of vehicles, of which 1 is owner of refrigeration truck that to get documents (authorizations, TIR Carnets, etc.) recorded with a company a truck – it leased, but in fact renders transport services alone, is looking alone for loads and also is truck driver.
- Representatives of the state company "Calea Ferată a Moldovei".
- Representatives of the AITA.
- Representatives of the Ministry of Agriculture and Food Industry of the Republic of Moldova."
- Representatives of two firms exporting fresh agricultural products.
- Three farmers growing perishable fruits and vegetables.
- Representative of an air carrier

Also sources of information were:

- "VARO-inform" database

- “KOMPASS” database
- Internet resources

The results of interviews with them served as the main source of the information provided below.

## 1. BACKGROUND

### 1.1. Freight road transport capabilities of the Republic of Moldova for the export of fresh fruits and vegetables

Fresh fruits and vegetables are one of the major exports of the Republic of Moldova. By their physical properties, these goods are perishable that is, requiring strict compliance with temperature-controlled or complete freeze in transit.

For the transport of fruits and vegetables different rolling stock can be used. The types of trucks used to the transportation of fresh products, are given in Appendix 1.

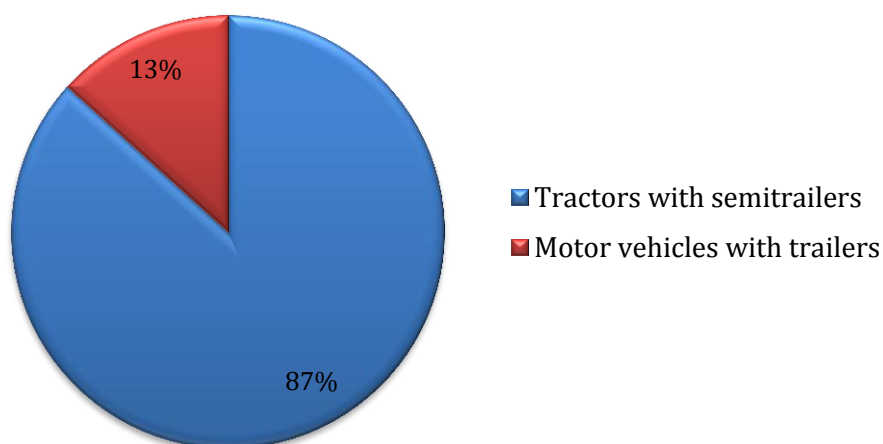
All road carriers of Moldova, carrying out international transportation of goods, are members of the International Association of Road Hauliers of Moldova (AITA).

As of January 1, 2013 the AITA membership comprises 446 firms, which have registered over 6,199 trucks with a carrying capacity of over 20 tons. Of the total number of vehicles of 5,375 (86.7%) are tractors with semitrailers and 824 (13.3%) are motor vehicles with trailers. The distribution of vehicles by their design is shown in Figure 1.

By body type vehicles engaged in international transport of goods, are distributed as follows (Figure 2):

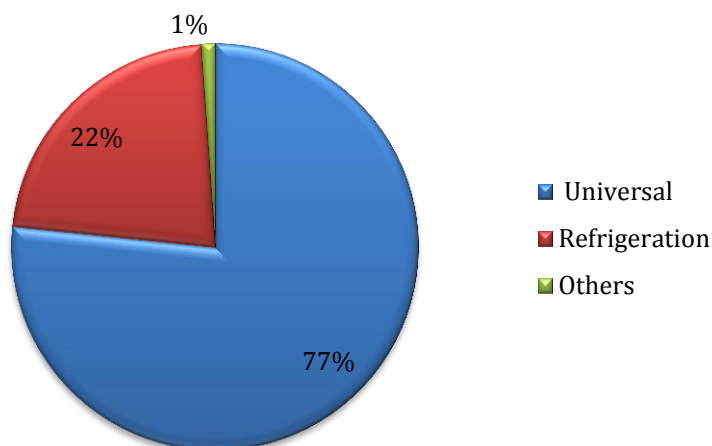
- universal vehicles with sides and awning covering – 4,751 (76.6 %);
- refrigerated vehicles – 1,381 (22.3 %);
- others (tankers, container trucks, car transporters, etc.)– 67 (1.1 %).

**Figure 1. Classification of vehicles by their design**



Source: AITA

Figure 2. Classification of vehicles by their body



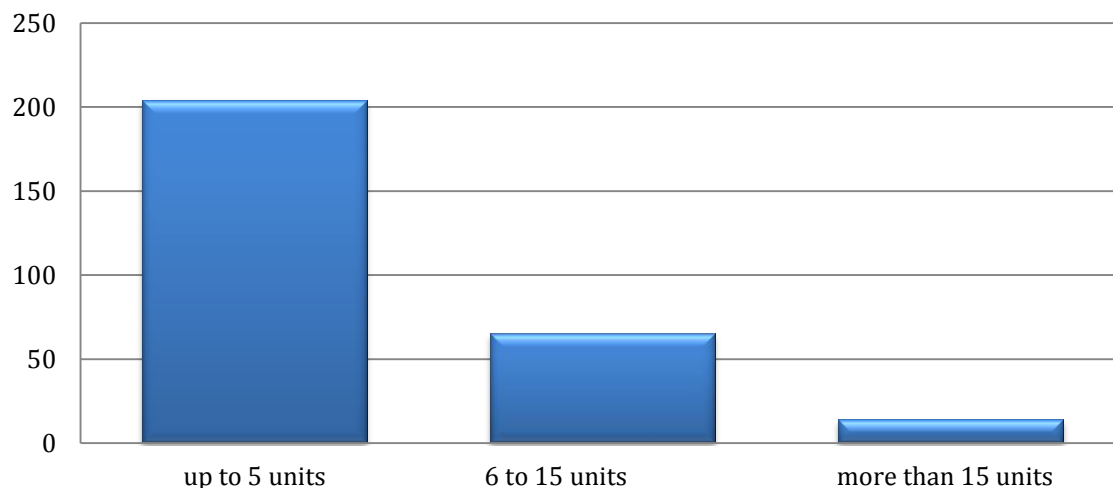
Source: AITA

For the transport of fresh fruits and vegetables refrigerated rolling stock is primarily used, but some agricultural products (e.g., apples), under favorable weather conditions can be transported using universal road trains.

More than half of all transport companies (283 firms) engaged in international transport of goods, have refrigerated rolling stock. By the number of refrigerators these firms can be ranked as follows (Figure 3):

- up to 5 units - 204 firms;
- 6 to 15 units - 65 firms;
- more than 15 units - 14 firms.

Figure 3. Distribution of transportation firms by the number of refrigerators



Source: AITA

The full list of transport companies with refrigerated rolling stock and able to carry out international transport of goods is given in Appendix 2.

The transportation capabilities of the rolling stock able to perform export transportation of fruits and vegetables from the Republic of Moldova are much higher than the demand for these transportation services.



## 1.2. Freight railway transport capabilities of the Republic of Moldova for the export of fresh fruits and vegetables

The railway refrigerated car is a covered universal car, designed to transport perishable goods (Figure 4). To comply with the conditions under which goods could not be exposed to harmful, chemical, physical and biological factors, such machines are equipped with refrigeration installations.

**Figure 4. Railway refrigerated car**



**Source: Internet**

At present the Moldovan Railways have their own fleet of 30 refrigeration sections with a load capacity of up to 50 tons. Technologically the refrigerated unit consists of 4 and 5 cars refrigeration sections fuelled and able to maintain a temperature range from -20 to + 25°C.

In addition refrigerated cars of Ukrainian and Polish railways, bringing imports from their countries, and, in principle, capable of export of Moldovan goods to their countries, if necessary, can run on the Moldovan railways.

Fruits and vegetables can also be exported not only in refrigerated cars, but in covered cars with insulated body (CCIB) are cars transformed from freight cars into refrigerated cars. They are intended for the transportation of thermally prepared perishable goods in need of protection from adverse effects of the atmosphere. This type of car has no refrigeration installations, the temperature of the goods transported is maintained due to the thermal insulation of the car, and the stock of heat during loading.

Covered cars without insulation are used in summer for short distances (less than 600 km) transportation of transportable fruits and vegetables that can ripen in way (for example, green and brown tomatoes), and in autumn for transportation of vegetables and potatoes at a temperature in way of at least -2°C and continuous ventilation through open hatches.

Since 2006, the amount of railway refrigeration transportation decreased. The main reason was the increasing rates, the wear of the rolling safety and low product safety. As a whole in present the railway refrigeration transportation are much behind the refrigeration transportation by motor vehicles both by transportation rates and the speed of delivery, and the flexibility of loading products. If the motor vehicle can provide the loading of goods directly from fields, for loading into railway cars the overload from motor vehicles that deliver the goods from fields and places of sorting to the railway stations, are required and this leads to loss of time and cargo safety.

### 1.3. Logistics companies and freight forwarding agencies

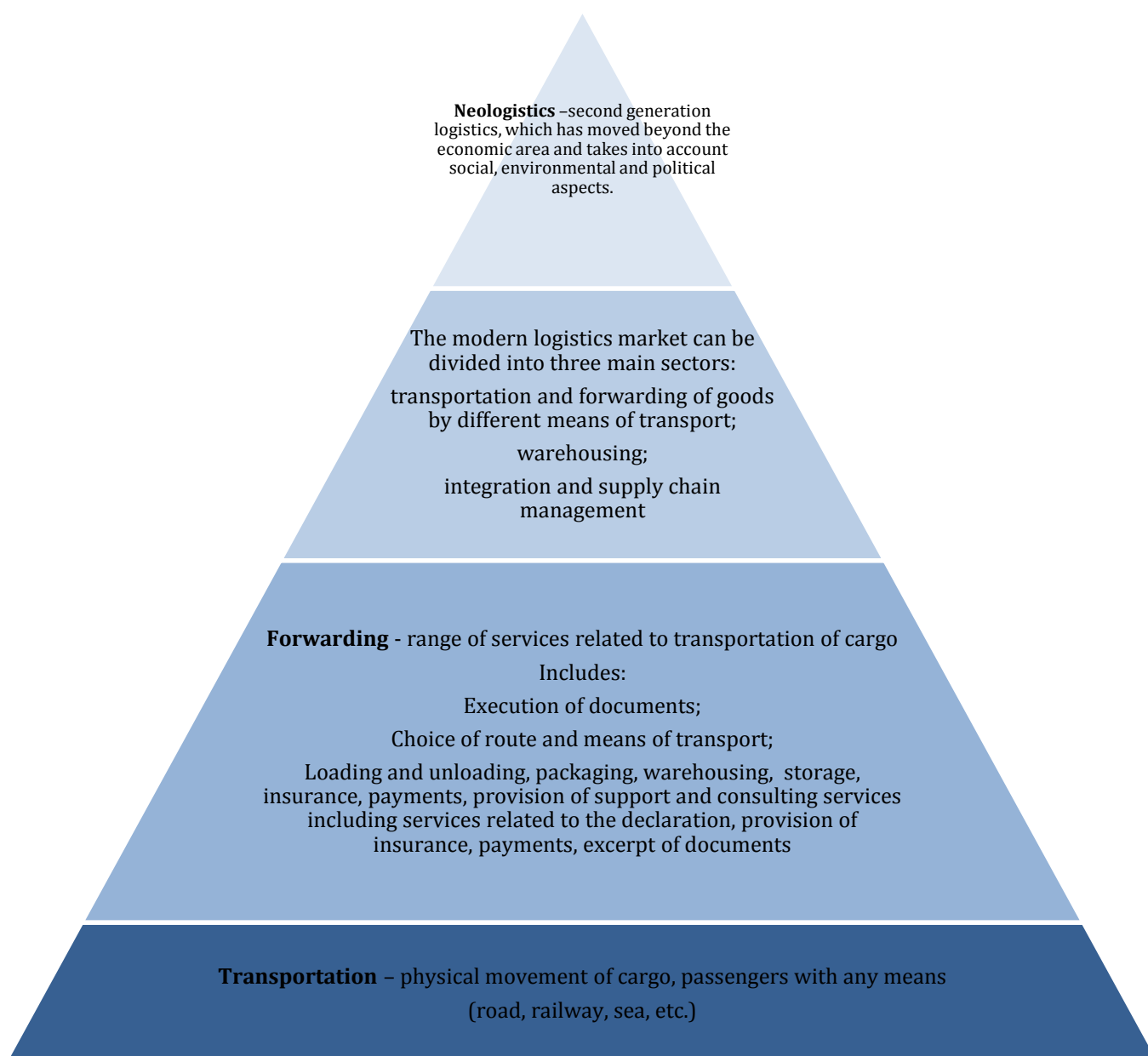
The freight forwarding and logistics services can be classified as a Pyramid of services, where each level includes an underlying function, plus its inherent functions (Figure 5).

In Moldova, there are few companies that position themselves as logistics companies, but do not fulfil all the necessary logistics functions, and the area of neologistics is rather a theoretical approach in the logistics of future.

Providers of export services of fruits and vegetables are directly firms that have at their disposal refrigerated cars (the list of companies is given in the Appendix 2), as well as transport logistics company with or without required motor vehicles, but having the opportunity to organize transportation by various types of transport, customs clearance and freight forwarding services.

The list of logistics companies and freight forwarders is given in Appendix 3 and Appendix 4.

Figure 5. Pyramid of services



Source: Drafted by ProConsulting

## 2. LEGAL ISSUES

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### 2.1. Activities of international organizations in the field of road transport

Today, there are more than 40 governmental and non-governmental organizations, which in one way or another deal with issues of road transport and international road carriage in the world.

The most important for the development of international road carriage is the activity of:

- The United Nations Economic Commission for Europe Inland Transport Committee;
- European Conference of Ministers of Transport;
- International Road Transport Union;
- International Federation of Freight Forwarders Associations
- Coordination Transport Meeting of the Ministers of Transport of CIS countries.

**The United Nations Economic Commission for Europe Inland Transport Committee** (UNECE ITC) is one of the most effective bodies of the European Economic Commission. It was established in 1948 as an intergovernmental body, and during the first years of its activity it had to take urgent measures to address transport issues, arising in Europe in connection with the end of World War II.

At the same time, the UNECE ITC from the beginning of its activity took up a number of other issues, intended for a longer period. Currently, the Committee is an advisory body, within which international agreements are concluded and international recommendations are developed.

Being an advisory body, the UNECE ITC:

- requests and summarizes the opinions of international transport organizations on issues which are within their jurisdiction, and establishes cooperation with these organizations under the terms agreed with them;
- explores the coordination of various types of international inland transport and develops recommendations on taking measures in this regard;
- gives recommendations that may help eliminate discriminatory activities and unnecessary restrictions in the field of European inland international transport;
- provides exchange of information between governments on all issues which fall within its competence;
- collects existing documentation and contributes to the unification and development of statistics and documentation;
- studies the problems of international European transport and based on the results of this study develops specific actions to address these problems;
- gives recommendations for revision of the existing European conventions and agreements in the field of European inland transport, and the conclusions of new conventions and agreements;

- brings the issues related to inland transport, which can have a direct impact on overall economy in Europe, to the ECE's attention;
- provides the ECE with the conclusions on the issues of European inland transport.

With the active participation and assistance of international non-governmental organizations the UNECE ITC has developed a number of conventions, agreements, recommendations and standards, not only to facilitate international transport, but also to harmonize and improve the national recommendations.

The UNECE ITC has developed about 40 international conventions and agreements and more than 50 uniform regulations (rules) on vehicle construction in the field of road transport alone.

In addition, with the participation of the UNECE ITC, a system of compulsory civil liability insurance of owners of motor vehicles for damage ("green card" system) has been developed.

Practically all the issues are reflected in the activity of the UNECE ITC, without which it would be impossible to organize international vehicle traffic and freight and passenger transportation.

Regulatory documents, developed and adopted within the UNECE ITC, are considered when signing bilateral intergovernmental agreements on international road transport, on international freight and passenger transportation, specifying more particularly all the issues related to the organization and implementation of this transportation.

**The European Conference of Ministers of Transport** (ECMT) was established by the International Convention on the West European transport, signed in October 1953 in Brussels (Belgium). ECMT's objectives are:

- to take measures for the effective and efficient use and development of the European inland transport of international significance;
- to coordinate the activity of international organizations involved in European inland transport taking into account the activity of national bodies of the countries which are members of international organizations.

Subjects addressed by the ECMT include:

- general directions of transport policy;
- investments in this sector;
- infrastructure needs;
- specific aspects of the development of rail, road and water transport;
- issues of combined transport;
- urban transport;
- traffic and road safety rules, signs and signals;
- access to transport of persons with reduced mobility;
- future use of new technologies;
- environmental protection;

- integration of Central and Eastern Europe countries into the European transport market.

**The International Road Transport Union** (IRU) was founded in March 1948 in Geneva (Switzerland) at the initiative of road and road transport associations of Belgium, Denmark, France, the United Kingdom, Norway, the Netherlands, Sweden and Switzerland.

In 1998, the IRU Communication Committee was established with CIS countries. The main purpose of the Committee is to develop within the CIS countries coordinated approaches to solving problems in the field of road transport taking into account the European integration, as well as the economic interests of road carriers of CIS countries.

The IRU takes measures to investigate and solve all the problems associated with road transport, develops harmonization and regulation simplification issues related to traffic, customs formalities, transport contracts, road safety, etc.

The IRU is working on the study and search of practical solutions to the problems on such aspects of international road transport, as crossing state borders, the liberalization of the licensing system, the reduction or complete elimination of taxes and fees, improvement of the quality of customer service, work-rest schedule of drivers engaged in international transport, and others.

The IRU coordinates and supports national activities on the development of national and international road transport, represents all its members before international and national governmental and non-governmental bodies involved in the road transport activity as well as with their consent before governmental authorities of separate countries.

By the order of the UNECE ITC the International Road Transport Union is the body responsible for the operation of the TIR system in international transport within the limits established by the Customs Convention on the International Transport of Goods under Cover of TIR Carnets.

The IRU also deals with practical application of the Convention on the Contract for the International Carriage of Goods by Road (CMR), takes an active part in the development of conventions and agreements related to the issues of road transport, within the working bodies of the UNECE ITC.

**The International Federation of Freight Forwarders Associations** (FIATA) was founded on May 31, 1926 in Vienna (Austria) as the union of professional organizations. The founders of FIATA were international forwarding associations of 16 European countries.

FIATA is non-governmental, non-profit organization. It is an association of international forwarding organizations, expresses and protects the interests of the 40 thousand of international forwarding companies. Currently, FIATA unites international forwarders from 144 countries of the world. FIATA is the largest non-governmental international structure in the field of cargo transportation, international trade and their forwarding services.

The main purpose of FIATA is to promote the development of international forwarding activity and to protect the interests of forwarders.

The main activities of FIATA are:

- to unite the members of forwarding process in a single global professional organization;

- to promote the establishment and development of the forwarding industry of world economy, to represent and protect the interests of international forwarders through participation in meetings, conferences, etc. in international bodies and organizations related to the transport and forwarding sectors of activity;
- to improve the quality of forwarding services, in particular by developing and introducing unified forwarding documents and standard forwarding conditions;
- to take measures to improve the efficiency of cargo transportation in general;
- to promote professional training of forwarding personnel;
- to conduct professional congresses and conferences, forums and workshops;
- to create a positive image of the forwarder and forwarding profession in the world community and international business community by carrying out appropriate international and national actions.

**Coordination Transport Meeting of Transport Ministers of the CIS** (CTM) was established in 1991 to address issues of interaction and development of a common transport policy within the CIS.

The CTM has been assigned with the following tasks:

- to form a single transport space;
- to elaborate the concept of establishing a coordinated tariff policy for transport;
- to develop and implement the programs of joint use of transport infrastructures;
- to elaborate the concept of transport development on the basis of the forecast demands in transport services, investment policy;
- to develop legislative acts, standards and norms that determine the way of functioning of all modes of transport, regardless of ownership, on the territory of CIS countries;
- to create legal, economic and organizational conditions for fair competition and mutual investments;
- to form and implement within the road-and-transport system a common scientific and technical policy, including in the field of environment and road safety;
- to render assistance to vehicles and crews of these vehicles;
- to examine and solve a number of other issues in the field of transport which are common for all Contracting Parties.

At its sessions, the CTM examines the issues on road, air, sea, inland water transport and road facilities.

Within the CTM of CIS member-states, industry Councils in the field of road, sea, inland water transport, road facilities are established:

1. Council for aviation and aerospace;
2. Council of public road administrations and international road carriers associations;



3. Council of public administrations of sea transport;
4. Council of public administrations of inland water transport;
5. Interstate council of road builders

Industry interstate Councils are empowered to address the current issues of transport policy, which, if necessary, are brought for consideration at the CTM's session.

The main tasks of the Council of public road administrations and international road carriers associations are:

- development of the provisions on technical assistance, maintenance, fuelling of rolling stock;
- preparation of the proposals related to the streamlining of border crossing procedures and downtime reduction;
- harmonization of the requirements for professional training of managers and drivers for international transportation;
- information support to vehicle driving bodies in CIS countries;
- scientific and technical and business cooperation in the field of motor transport;
- harmonization of the tariff policy for motor transport.

The main role of international organizations in the field of motor transport is the harmonization of the conditions and requirements of the international road transport of goods.

## **2.2. Main international agreements in the field of road transport of goods**

International transport means transport carried out between countries and related to crossing the state border. In this regard, the organization of transport of goods has significant features in international traffic.

The basis for regulating international transport is multilateral conventions and bilateral intergovernmental agreements.

International conventions are designed to establish uniform requirements for the implementation of the various aspects of international road transport of goods for carriers of all countries.

The most important of these are:

- Customs Convention on the International Transport of Goods (TIR), which is designed to simplify customs procedures when crossing borders of different countries and provide customs guarantees;
- Convention on the Contract for the International Carriage of Goods by Road (CMR) defining the carrier's responsibility for the safety of the goods;
- European Agreement concerning the Work of Crews of Vehicles Engaged in International Road Transport (AETR) regulates uniform requirements for car drivers' work-and-rest schedule;

- Agreement on the International Carriage of Perishable Foodstuffs and on the Special Equipment to be Used for such Carriage (ATP).

**Convention on the International Transport of Goods** under Cover of TIR Carnets is one of the most effective international transport conventions and the global system of customs transit. The basic principles of the TIR system are:

- recognition by the customs authorities of each of the parties of the Convention of the competence of customs authorities of all other countries;
- a well built system of guarantees of damage compensation in case of violation of customs regulations acting in each country;
- uniform requirements for the construction of the bodies and containers to prevent penetration in the load compartment after affixing customs seals;
- general conditions for the admission of companies and vehicles to work in the TIR system.

A guaranteeing association of the Convention in the Republic of Moldova is International Association of Road Hauliers of Moldova (AITA).

In order to ensure the safety of transport, the Convention establishes that the goods must be carried in containers or load compartments of vehicles constructed in such a manner that no goods can be removed from or introduced into, the sealed part of the vehicle without leaving obvious traces of tampering the load compartment of the vehicle, container or without breaking the customs seal. In order to comply with this requirement, the Convention establishes the standards for construction and approval procedures. Goods may be carried under the TIR procedure only if the load compartment of the vehicle or container has undergone the approval procedure in accordance with the provisions of the Convention. If the container or load compartment of the vehicle meets all requirements, the relevant national authority will issue a Certificate of approval of a road vehicle or container for the transport of goods under Customs seal.

TIR Carnet, which accompanies the goods when carrying out each transport under the Convention, is designed to facilitate the crossing of customs borders, as the cargo transported by road with the TIR Carnet is generally exempt from customs inspection at intermediate customs posts and is a guarantee to the customs authorities. The TIR system principles allow, on one hand, providing benefits to carriers, on the other hand, ensuring the customs security and guarantees. Currently, 64 countries of the world work under the Convention,

**The Convention on the Contract for the International Carriage of Goods by Road** (CMR) establishes the liability of the members of the transport process (sender and carrier). For international road transport, the major shipping document is the consignment note (CMR consignment note), which is also a confirmation of the contract of carriage. At the same time, the CMR consignment note is the guarantee of carrier's liability for the safety of goods.

The Convention states: "The consignment note shall be prima facie evidence (in the absence of proof to the contrary) of the making of the contract of carriage, the conditions of the contract and the receipt of the goods by the carrier".

Under the Convention, the consignment note shall contain the following particulars:



- The date of the consignment note and the place at which it is made out;
- The name and address of the sender
- The name and address of the carrier
- The place and the date of taking over of the goods and the place designated for delivery;
- The name and address of the consignee;
- The description in common use of the nature of the goods and the method of packing, and, in the case of dangerous goods, their generally recognized description;
- The number of packages and their special marks and numbers;
- The gross weight of the goods or their quantity otherwise expressed;
- Charges relating to the carriage (carriage charges, supplementary charges, customs duties) and other charges incurred from the making of the contract to the time of delivery;
- The requisite instructions for Customs and other formalities;
- A statement that the carriage is subject, notwithstanding any clause to the contrary, to the provisions of CMR Convention.

Where applicable, the consignment note shall also contain the following particulars:

- A statement that transshipment is not allowed;
- The charges which the sender undertakes to pay;
- The amount of "cash on delivery" charges;
- A declaration of the value of the goods and the amount representing special interest in delivery;
- The sender's instructions to the carrier regarding insurance of the goods;
- The agreed time limit within which the carriage is to be carried out;
- A list of the documents handed to the carrier.

The parties may enter in the consignment note any other particulars which they may deem useful.

The carrier shall be liable for the total or partial loss of the goods and for damage thereto occurring between the time when he takes over the goods and the time of delivery, as well as for any delay in delivery.

The carrier shall, however, be relieved of liability if the loss, damage or delay was caused by the wrongful act of the claimant, by the instructions of the claimant given otherwise than as the result of a wrongful act on the part of the carrier, by inherent vice of the goods or through circumstances which the carrier could not avoid and the consequences of which he was unable to prevent.

The carrier shall not be relieved of liability by reason of the defective condition of the vehicle used by him in order to perform the carriage, or by reason of the wrongful act of the person from whom he may have hired the vehicle or of the agents or servants of the latter.

**The European Agreement concerning the Work of Crews of Vehicles Engaged in International Road Transport** (AETR) sets standards of work and rest hours of crews of vehicles, and the way of controlling their compliance.

The driving period between any two daily rest periods or between a daily rest period and a weekly rest period, hereinafter called “daily driving period”, shall not exceed 9 hours. It may be extended twice in any one week to 10 hours.

A driver must, after no more than six daily driving periods, take a weekly rest period.

The weekly rest period may be postponed until the end of the sixth day if the total driving time over the 6 days does not exceed the maximum corresponding to 6 daily driving periods.

The total period of driving in any one fortnight shall not exceed 90 hours.

After four-and-a-half hours' driving, the driver shall observe a break of at least 45 minutes, unless he begins a rest period.

According to the requirements of the Agreement, the control over the compliance with the work-and-rest schedule of drivers of international communications is carried out by means of tachographs.

A tachograph is a special device fitted to a vehicle that automatically records its speed and distance in real time. Vehicles without a tachograph or fitted with a defective tachograph are not allowed for international transport.

Since 2002, the European Union countries started implementing the European digital tachograph system (EDTS). Since 2010 installation of tachographs is mandatory for vehicles.

The main advantages of using the digital tachograph are:

- protection against unauthorized access;
- work with electronic maps;
- the possibility of to print or display data;
- the driver's possibility to enter some data manually;
- storage of information recorded in the last 365 working days.
- The tachograph and the electronic maps record the following data:
- Concerning the vehicle: registration number and identification number;
- Concerning the tachograph: number of the device, the manufacturer, dysfunctions;
- Concerning the driver: the surname, name and driver's license number;
- Concerning driving: mileage, speed, travel time (if the driver did not connect tachograph cards and starts to go, the data will be recorded only in the on-board computer);
- Concerning other activities of the driver: rest time, presence at the workplace and the work can be recorded manually in real time.

If the driver fails to submit necessary data to the inspecting officer, this shall be regarded as a gross violation of the Agreement, for which the carrier shall be subjected to a large monetary

penalty; the carrier shall be also fined for the violation of the established work-and-rest schedule of vehicle drivers.

*The Agreement on the International Carriage of Perishable Foodstuffs and on the Special Equipment to be Used for such Carriage (ATP)* states that for the international carriage of perishable foodstuffs, equipment shall not be designated as "insulated", "refrigerated", "mechanically refrigerated", or "heated" equipment unless it complies with the definitions and standards set forth in this Agreement.

The Contracting Parties shall take the measures necessary to ensure that the equipment is inspected and tested for compliance with the uniform standards. Each Contracting Party shall recognize the validity of certificates of compliance issued by the competent authority of another Contracting Party. Each Contracting Party may recognize the validity of certificates of compliance issued in conformity with the requirements of this Agreement by the competent authority of a State not a Contracting Party.

The Republic of Moldova has not joined the ATP Agreement, therefore the certificates of compliance of vehicles with carriage of perishable foodstuffs, registered in Moldova, are not obligatorily recognized in the countries included in this Agreement.

## 2.3. Permit system for international transport of goods

The main document regulating international transport between the two countries is a bilateral agreement signed between these two governments. These agreements are prepared in accordance with international conventions and agreements, as well as with Consolidated Resolution on the Facilitation of road transport developed within the UNECE ITC.

The Republic of Moldova has signed bilateral Agreements on international road transport with the overwhelming majority of European countries. They stipulate that for international transport on the territory of one of the countries through vehicles registered in another country, as a rule, the permit is required. All bilateral agreements include an item on the annual allocation of mutually agreed number of permit forms for transport of goods.

Permits are not required for the implementation of bilateral and transit carriage on the territories of Romania and the Russian Federation, as determined by bilateral Agreements of the Republic of Moldova with these countries.

Permit is a document that gives the right to perform bilateral, transit carriage on the territory of the contracting countries, and, in some cases, carriage to/from third countries.

There may be special permit for the transport of specific goods. Thus, a mutual issuance of the said number of special permits for carriage of perishable goods is agreed with Ukraine. Under these permits, carriage on the territory of Ukraine can be performed by specialized refrigerated vehicles when performing carriage of this category of goods or when driving without goods. If in transit through the Ukrainian territory a vehicle carries perishable goods, and returns back with goods which are not perishable, the return carriage will require another ordinary permit.

Agreements with some countries stipulate a number of permits for trucks of different categories of environmental safety ("Euro" standards). European environmental standards normalize the

content in car exhaust of hydrocarbons, nitric oxides, carbon monoxide and solid particles, as well as regulate the noise level and other constructional features of vehicles that affect environmental safety.

Permits may be with payment of road charges and without payment of road charges. In the second case, the carrier must pay extra road charges according to tariffs set in this country, which leads to some increase in the cost of transport.

The main content of the general regulations of a standard permit is the following:

- Permit is valid for one round trip in a bilateral or transit traffic;
- It is not allowed to transport goods between two points in the destination country (cabotage);
- Permit holder must comply with all requirements of the country issuing the permit which are acting in the field of traffic and road law;
- Permit and completed international CMR consignment note should be in the vehicle and should be presented at the request of the competent control authorities;
- Permit cannot be transferred to third parties.

ECMT\* license is a multilateral license for the international carriage of goods by road for hire or reward by transport undertakings established in an ECMT member country, and is issued on the basis of a quota system; carriages performed between ECMT member-countries and in transit through the territory of one or more ECMT member-countries by vehicles registered in the ECMT member-country. They are not valid for carriages between a member-country and a third country.

*\*European Conference of Ministers of Transport*

Each ECMT license is valid for a definite period of time for an unlimited number of trips and is duly accompanied by a completed road book. These licenses may be valid during the calendar year (annual licenses, painted green) or during 30 days (short-term licenses, painted yellow and having seal "short-term licenses").

**Permits in the Republic of Moldova** are issued by the Ministry of Transport and Road Infrastructure through the Public Institution National Agency of Road Transport (ANTA), which was established in 2008 based on the Decree of the Government of the Republic of Moldova No.539 dated April 23, 2008

ANTA, a public organization with the status of a legal entity under the Ministry of Transport and Road Infrastructure, has an autonomous balance sheet, treasury account, coat-of-arms seal with its name in the Moldovan language, letterheads.

The main functions of the Agency are:

- 1) implementation of the provisions and requirements of international agreements and conventions in the field of road transport, which the Republic of Moldova has joined, laws and regulations governing the activity of passenger and freight transport;

- 2) monitoring of the process of ordering, receiving, issuing repeated ECMT licenses (European Conference of Ministers of Transport) and preparation of reports on their use by transport companies for submission to the ECMT Secretariat;
- 3) monitoring of the manufacturing process, the exchange of single international licenses with other countries in accordance with bilateral agreements and their issuance to transport companies of the Republic of Moldova;
- 4) checking and systematization of information on the use of single international licenses by local international agents;
- 5) issuance of permits for activities on regular passenger routes to transport companies, licensed in accordance with the legislation and who received that license from the Ministry of Transport and Roads.
- 6) admission of local transport companies to carrying-out of international chartered carriage of passengers in accordance with the requirements of the INTERBUS Agreement and maintenance of the respective Logbook;
- 7) issuance of INTERBUS books and books of passenger waybills (BPW) for countries that have not joined the INTERBUS Agreement;
- 8) monitoring of the compliance by foreign transport companies with the provisions of International agreements AETR (European Agreement concerning the activities of crew vehicles engaged in international transport by road) and INTERBUS (Agreement on the international occasional carriage of passengers by bus) on the territory of the Republic of Moldova and by local carriers that are engaged in international carriage;
- 9) order, delivery and monitoring of the use of books for the digital tachograph by natural and legal persons in the cases provided by law;
- 10) monitoring of the compliance by local transport companies of the conditions and requirements of International agreements ADR (European Agreement concerning the International Carriage of Dangerous Goods by Road) and ATP (Agreement on the International Carriage of Perishable Foodstuffs and on the Special Equipment to be Used for such Carriage), Regulations of carriage of dangerous goods on the territory of the Republic Moldova;
- 11) participation in commissions for certification of ADR experts, inspection stations, drivers, managers, etc.;
- 12) delivery of certificates of compliance with ECMT based on the reports of checks, issued by technical testing stations;
- 13) issuance of ADR certificate forms, certificates for the conditions of technical control and certificate of compliance of trailers and semi-trailers with truck safety regulations;
- 14) monitoring of the technological process of transport companies, bus terminals and bus stations;
- 15) fight against illegal passenger traffic and monitoring of the activity of technical testing stations jointly with the representatives of control authorities and patronage associations;

- 16) monitoring of the compliance with the technological process by certification bodies, authorized by the Ministry of Transport and Roads with the right to certify in accordance with applicable law the services for the carriage of passengers by road, repair and maintenance, as well as sales of spare parts;
- 17) issuance of documents in accordance with the Nomenclature of permits and certificates, duly approved by the Government;
- 18) organization and participation in joint commissions, within its competence;
- 19) monitoring and implementation of the provisions of the minutes of the meetings hold by joint commissions;
- 20) provision of informational and logistical support to the Ministry of Transport and Roads in the monitoring of the road transport market;
- 21) presentation of the Ministry of Transport and Roads in relationships with foreign transport companies on the territory of the republic and local transport companies in government agencies of other countries, as well as joint work with their counterparts in other countries;
- 22) representation and protection of the interests of local transport companies in relationships with their counterparts in other countries.

Data on the number of permits allocated for Moldovan carriers in 2012 and 2013 for the most popular fields when exporting fresh fruits and vegetables, and their prices are shown in Table 1.

As can be seen from the data presented in Table 1, in 2013, the number of permits issued in 2013 is almost the same as in the previous period.

**Table 1. Number of permits and their price**

| Country    | Form of permit                            | Price, € | Permits issued |       |
|------------|---|----------|----------------|-------|
|            |   |          | 2012           | 2013  |
| BELARUS    | Bilateral with payment                    | 10       | 2950           | 3000  |
| BELARUS    | Bilateral without payment                 | 15       | 1100           | 1100  |
| BELARUS    | Transit with payment                      | 10       | 2500           | 2500  |
| GERMANY    | Bilateral /transit                        | 30       | 1450           | 500   |
| GERMANY    | Bilateral /transit EURO-1 without payment | 30       | 450            | 250   |
| GERMANY    | Bilateral /transit EURO-2 without payment | 30       | 250            | 250   |
| KAZAKHSTAN | Bilateral /transit                        | 30       | 205            | 200   |
| LATVIA     | Bilateral /transit                        | 30       | 600            | 600   |
| LITHUANIA  | Bilateral /transit                        | 30       | 1000           | 1000  |
| POLAND     | Bilateral EURO-0 without payment          | 30       | 2000           | 2000  |
| POLAND     | Bilateral EURO-1 without payment          | 30       | 2000           | 2000  |
| POLAND     | Bilateral EURO-2 without payment          | 30       | 1000           | 1000  |
| POLAND     | Transit EURO-0 without payment            | 30       | 1200           | 1200  |
| POLAND     | Transit EURO-1 without payment            | 30       | 300            | 300   |
| POLAND     | Transit EURO-2 without payment            | 30       | 1500           | 1500  |
| UKRAINE    | Bilateral /transit EURO-0 with payment    | 10       | 5000           | 5000  |
| UKRAINE    | Bilateral /transit EURO-0 without payment | 15       | 17000          | 17000 |
| UKRAINE    | Bilateral /transit EURO-2 with payment    | 10       | 10000          | 10000 |
| UKRAINE    | Bilateral /transit EURO-2 without payment | 15       | 11500          | 8000  |
| UKRAINE    | Perishable goods without payment          | 10       | 3000           | 3000  |
| ESTONIA    | Bilateral /transit                        | 30       | 550            | 550   |

Source: [www.anta.gov.md](http://www.anta.gov.md)



### 3. ORGANIZATION OF TRANSPORT BUSINESS

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#### 3.1. Access to transport business

Under the current legislation of the Republic of Moldova to provide cargo transportation services (including international ones) no special license is required. However, for the transportation of goods in international traffic a carrier has access to the TIR procedure in accordance with the TIR Convention 1975. To do this, the carrier must be member of AITA.

**AITA**, a private non-commercial professional organization, brings together transport companies and organizations of Moldova performing international road transport of passengers and goods, based on democratic principles, in accordance with the Regulations on business entities of the Republic of Moldova, approved by the Government of the Republic of Moldova No. 500 of 10 September 1991, was established in 1992.

The AITA represents and protects its members in relations with national and international industry bodies within its functions.

The AITA is a member of the International Road Transport Union (IRU) and the International Federation of Freight Forwarders Associations (FIATA).

The Association participates in the preparation and implementation of national and international projects related to international transportation.

The AITA represents Moldovan carriers in the United Nations Economic Commission for Europe and the International Road Transport Union, maintains relationships with other national associations.

More than 400 companies and organizations use the services provided by the Association in the following areas:

- provision of Moldova's carriers with TIR Carnets, active participation in the settlement of conflicts in the use of the TIR system;
- provision of carriers with documents governing international transportation (conventions, agreements, etc.).
- information of the AITA members on the conditions and rules of international transportation in the Republic of Moldova and other countries;
- counseling on legislation and economic issues related to international transportation;
- visa support for drivers of companies - AITA members;
- organization of fuelling based loans for AITA members on foreign territories;
- provision of assistance to cargo owners, forwarders and carriers in transport loads;
- selection of foreign partners for cooperation with companies - AITA members;
- provision of various types of insurance services during international transportation;

- training of managers and drivers in the AITA training center;
- holding conferences and seminars;
- development of the teaching and informational literature on international transportation;
- publication of "TRANSPRES" bulletin.

The **access to the TIR procedure** is made based on the Regulation "On the procedure of access to the TIR procedure of legal and physical entities (individual businesses) performing international road transport", approved by the AITA Board Decision of March 28, 2008.

Since the adoption of this Regulation the admission of legal and physical entities (individual businesses) performing international road transport to the TIR procedure and the use of the TIR Carnet (hereinafter - the access to the TIR procedure) is possible provided the carrier complies with the following conditions:

- Experience in international road transport of goods of at least one year;
- Sustainable financial position, providing the fulfilment of obligations of the carrier under the TIR Convention 1975, which is confirmed by the presence in the property (except for apartments, homes, cottages, garages and private cars) or in the economic management of fixed assets (means) as vehicles, buildings, structures, machinery, equipment and other property recognized as such assets (means) in accordance with the regulations on accounting, the remaining or book value, which given the depreciation is the equivalent to at least 30,000 € on the day of application for the access to the TIR procedure. In this case, the foreign or joint venture shall have 100% of the share capital formed;
- Good reputation;
- The manager has a background in international transport of goods with TIR procedure, has expertise, including basic knowledge in the field of commercial and financial business management, technical standards and maintenance, road safety, legislation on enterprises, civil rights, labor, social and tax legislation;
- Ownership of at least one vehicle;
- No violation during one-year period, before applying for the access to the TIR procedure, of violations of customs laws relating to the failure by the carrier of its duties in the transport of goods under customs control;
- The manager or his/her authorized officer, as well as the drivers performing international traffic, have knowledge in the use of the TIR Carnets and application of TIR Convention, 1975, confirmed by the certificate of qualification training (professional improvement);
- Submission of all required documents.

The access to the TIR procedure is carried out on the basis of the application of the head of the entity or of the person (sole proprietorship) under the procedure provided for in this with all necessary documents.



In cases where the applicant meets the above requirements, the AITA refers and provides for the approval of the customs authorities the Sample Admission Form (MAF), as provided in Appendix 9 of the TIR Convention.

After receipt from the Customs Service of the Republic of Moldova of the authorization for the access to the TIR procedure, the applicant shall sign the:

- A. The declaration - commitment in the form determined by the International Road Transport Union (IRU) that provides that the carrier shall:
- provide a financial guarantee of access to the TIR procedure in accordance with the Act of Commitment, the IRU 97\_90.212/JGE/mn Directive of February 07, 1997, and the decision of the IRU Customs Commission, approved by the Directive Board of the IRU of November 07, 2002 (preventive measures undertaken by TIR Carnet holders working in high-risk countries);
  - comply with customs rules and provisions of the TIR Convention 1975 at customs of the place of departure, transit customs and customs of the place of destination;
  - enter into TIR Carnet insurance agreement in accordance with the AITA requirements and IRU recommendations;
  - undertake to pay the import or export duties and taxes and any default interests, which are due under the customs laws and regulations of the country in which a violation in connection with the TIR operation occurred;
  - allow the AITA to verify the compliance with the conditions of access to the TIR procedure;
  - meet the requirements set by the AITA, based on the decisions of the Administrative Committee for the TIR Convention and the decisions of the General Assembly of the AITA members and the Board decisions.
- B. The liability insurance agreement of the holder of the TIR Carnet for transportations under the Customs Convention on the International Transport of Goods with the TIR Carnet user;
- C. The Insurance Agreement of additional financial guarantees for the transport of high-customs risk goods «HVG» with the use of the TIR Carnet;
- D. The Agreement for guarantee of access to the TIR procedure;
- E. The Certificate of approval of the customs service vehicles for the transport of goods under customs seals.

The biggest problem for beginning business in railway transport of goods on international routes is material costs. In addition to investments in the acquisition of rolling stock they are required to make financial guarantee, which now stands at 8000 \$ and remains with the AITA for 27 months after the submission of the last TIR Carnet.

The amount of the financial guarantee is independent of the number of transport units registered on behalf of the firm. Therefore, beginning business in the provision of transport services typically let its rolling stock out on lease to transport companies already admitted to the

TIR procedure. Therefore, in many transport companies the number of transport units used as being leased is sometimes ten times the amount of their own vehicles.

The leased rolling stock is owned by its actual owner, the owner also operates normally on its own discretion. The corporate lessee gives the owner of the motor vehicle the required international documents, keeps accounting and statistical records in exchange for a fee. Such form of relationship makes it easier for beginning transport business operating in international transport to obtain access to the TIR procedure.

### **3.2. Existing practice of transportation of fresh fruits and vegetables by transport companies**

Refrigerated motor vehicles, trailers and semi-trailers are specialized rolling stock, that is, they are designed for the transport of certain goods and are equipped with additional mechanisms.

The operation of specialized transport means are usually more expensive than the universal motor vehicles, the mileage use efficiency and loading capacity is less, idle due to lack of orders is longer. This implies higher prices for transport services using refrigerated vehicles.

The transport companies with refrigerators tend to use them most effectively. Because of significant excess of the transport capacity of the refrigerated transport means over the amount of export of fresh fruits and vegetables from the Republic of Moldova, their owners exploit them in transportation with third countries.

Most owners of refrigerators consider that export transportation of perishable goods in total transportation is around 15 - 20%, the main amount of transportation is performed on the routes Turkey - Russia, Greece - Russia and Romania - Russia.

The main flow of exports of agricultural products goes to Moscow and Saint-Petersburg. Many carriers seek to expand the geography of their transportation services by finding consignees in other regions of Russia, especially in its Asian part. In the recent years, the amount of transportation to Chelyabinsk, Yekaterinburg, Tyumen, Surgut has increased. Long distance transportation is much preferred due to high prices for transport companies.

The customers of refrigerated transport are buyers of products and its manufacturers, exporters, as well as freight forwarding companies. Transport companies build differently their cooperation with potential customers. During the interviews held with the owners of vehicles several key strategies business relationships were identified:

1. Medium-sized transport companies work with all customers, their ratio of applications from each type of customers of transport services is about the same (20 - 30%).
2. Some of the major carriers have large number of leased rolling stock, mostly focused on exporters. Their share of orders for transport of exporters reaches 90%.
3. Other transport companies prefer to build their business relationships mainly with buyers of Moldovan fruits and vegetables (80%). In this case, the refrigerator is often used not only as a means of cargo delivery, but also as a mean for its temporary storage (for an additional fee).

Directly out of the refrigerator small wholesale and retail sale is made, which leads to increased idle in unloading point for several days.

4. Sometimes manufacturers of products themselves buy some refrigerators for the transportation of their own goods, but to make it easier for themselves the access to the TIR procedure, they let the rolling stock out on lease to active transport companies.

The costs incurred by the owners of trucks in cooperation with logistics companies and official and unofficial freight forwarding agencies are typically 5 - 10% of the freight rate. Unfortunately, the most of applications goes through informal forwarders, which, in fact, just sell information without performing full duties of forwarder and do not actually bear any responsibility. The work with them is associated with considerable risks due to the lack of legally documented relationship.

The official freight forwarding and logistics company own relatively small number of applications, although the work with them, according to carriers, is more reliable and confirmed the contract of carriage.

The transportation of fresh fruits and vegetables is associated with high seasonal fluctuations. The peak of transportation is in June - October (during harvest seasons), from November to mid-February demand for transportation of goods stored are received, in the rest of the period demands for the transportation of agricultural products almost lack.

Therefore carriers include in the price of their services costs for empty return run. If by the time of unloading an application for return transportation appears, which can be done by refrigerated motor vehicle, the vehicle is to be loaded and the cargo carried from Moscow, with rare exceptions, are not perishable. Long wait for loading backward is not appropriate. The prices for the transport of goods backward are much lower than those of the export.

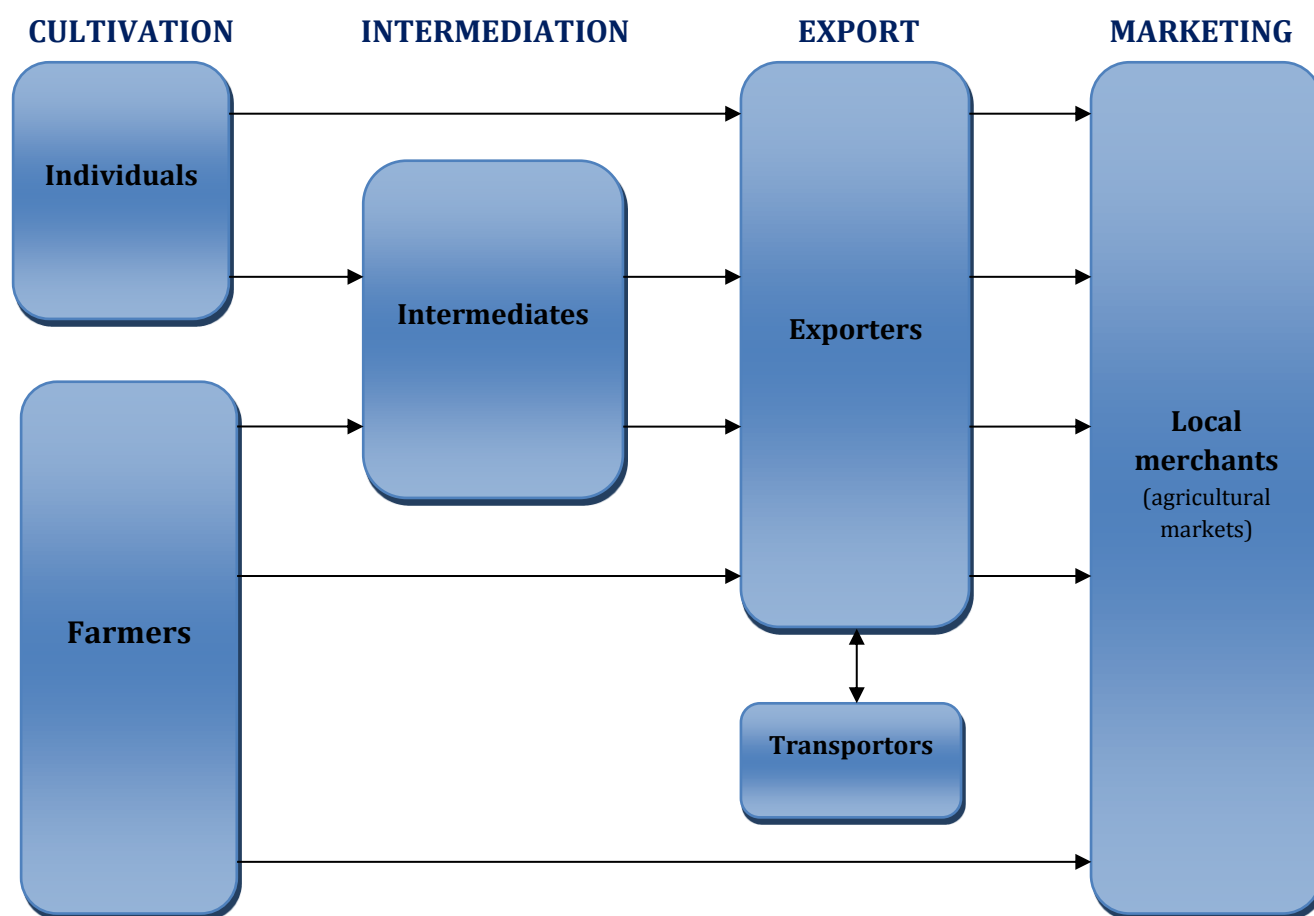
Most medium and large carriers note that empty road train come back from Moscow in about 50% of cases, and more often during the period of peak demands for export of fruits and vegetables from Moldova.

Smallholders of vehicles that focus on the demands for agricultural producers during harvest season in general do not take back loads at all, as it is more important for them to return quickly for the next loading in Moldova.

Seasonal nature of exports of fresh fruits and vegetables result in significant idle due to the lack of demands. During decline in demands, refrigerated transport vehicle owners tend to perform maintenance and repair of rolling stock so that in the peak period avoid as much as possible downtime of vehicles for technical reasons. The utilization rate of rolling stock according to the respondents owners of refrigerators reaches 0.70 - 0.75, and the rate of technical readiness - 0.80 - 0.90. That is idle of vehicles for maintenance and repairs is in average 35 - 70 days a year, additional 70 - 100 days the vehicles are idle due to the lack of transportation demand. In a year, each refrigerator performs 10 - 20 runs from Moldova to Russia.

Both to bring clarity in the relationship between exporters and transport companies and to highlight any issues of pricing of fruits and vegetables, the description of the value creation chain shall be given, starting from cultivation and harvest till the sale of products on foreign markets.

Figure 6. Schematic presentation of the value chain of the export of fruits and vegetables



Source: Drafted by ProConsulting LLC

**Cultivation of fruits and vegetables.** The cultivation of fruits and vegetable is the occupation of farmers, holding several hectares (tens of hectares) of agricultural crops and of individuals who after privatization received small land lots (up to 1.2 ha). As a result of privatization of the former USSR orchards individuals received some 2-4 rows of orchard (1-2 ha of orchard).

**Intermediaries.** Between farmers and exporters there is a link in the chain of value creation - intermediaries, which may be either refrigerators owners or truck owners. Owners of refrigerators store agricultural production kept in storage refrigerators to be exported later (December-January) to the Russian market when prices rise due to increased demand, which usually is testified in winter holidays.

Intermediaries purchase goods from individuals and from small farmers throughout the country and resell them to exporters or on the domestic market. During harvest intermediaries provide trucks to pick fruits that are loaded even in places where they are collected or into the refrigerator (if it has fridge). The goods purchased are paid to individuals through cash and to farmers mainly through bank transfer.

**Exporters.** Not every farmer can become exporter of fresh fruits and vegetables to Russia. To this end the exporter of fresh fruits and vegetables must meet several criteria imposed by

"Rosspotrebnadzor". The exporter meeting these criteria shall prepare a set of documents and a request for acceptance for "Rosspotrebnadzor". The documents are submitted to the Ministry of Agriculture, which then sends them by diplomatic post to Moscow. "Rosspotrebnadzor" within 3-4 months examines the documents and then accepts or not the candidates. Accepted candidates are entered into the list of exporters of fresh fruits and vegetables that is made available on the site of "Rosspotrebnadzor" and is sent to customs, the crossing point Senkovka - Novye Yurkovichi. If an exporter somehow violates the customs procedure, it is automatically excluded from the list without any explanation from the Russian. 2 times a year the list of exporters is updated.

Exporters may be the following businesses:

- Exporters (truck owners) buy from individuals, intermediaries and farmers agricultural products and export them to Russia for sale on the market. They may have places on Moscow agricultural markets and local sellers. It is inconvenient for them to wholesale their products or sale them to networks or distribution stores because the quantity is relatively small, but large buyers buy large quantities at very low prices. Thus, the exporter's profit margin is higher if it sales to the wholesaler and / or directly to consumers on the market.
- Exporters who do not own trucks call for transport companies to export their agricultural products and in exchange for a certain number of routes per month guaranteed they get a better price from the transport company for these routes contracted. When the quantity of products is larger the transport company may seek the services of other transport companies if they do not have trucks required for transportation, in this case the first transport company provides freight forwarding services to exporter and receives a fee from it.
- Farmers can be both with and without trucks. If the farmer does not have trucks in personal property, they seek for the services of the transport company. Transport companies are selected depending on harvest volumes the farmer cultivates and the carrier's capacity to provide quality services, which include the ability to provide the fleet of trucks, as required. Thus, they could provide the required trucks from their fleet or freight forwarding services, as described above.

Exporters (including farmers) rarely select a transport company by the price offer. Usually farmers know the rates for transportation services and price deviations of offers are quite insignificant to serve as a pretext to change the carrier which proved to be reliable.

However, during the season, large farmers face difficulties to find trucks. These difficulties last on average 2-3 days. In these cases crops is harvested later or, if the farmer has a fridge, are temporarily stored in refrigerators and subsequently are to be loaded in truck.

During the transportation of perishable goods the required temperature is essential for the maintenance of their preservation. The consignor upon presentation of cargo for transportation gives to the carrier an indication of the temperature required to maintain in the cargo compartment during the entire period of transportation till the time of delivery to the consignee.

In modern refrigerators recording thermographs (like tachographs) are installed and each company is required to keep with it all disks with data about temperature conditions recorded during transportation of refrigerated cargo. The consignee may control the thermocharts and if

deviations are detected, may claim for compensation for damage to cargo caused by the carrier because of improper performance of its duties.

Also sometimes they set in some cargo places special temperature sensors (called "spies"), responding to unacceptable deviations from the thermal conditions.

Therefore, the control of the customers (public and secret) over the maintenance of temperature during transportation is permanent. But in any case, the carrier is not interested in wilful violation of the temperature conditions, as it bears full responsibility for the safety of the goods during their delivery.

Previously, cases of non-compliance with the required temperature conditions by transporters were identified, but they were very rare and occurred in most cases due to the fault of unscrupulous drivers who thus saved fuel, increasing their earnings by about 100 USD per run. Moreover, previously customers had no technical ability to monitor and verify the temperature conditions.

As one of the exporters noted, there are rare cases of non-compliance with the required temperature conditions due to the failure of the refrigerator on the road. In such cases, if the refrigerator default cannot be removed, the cost of the damaged goods is covered by insurance or the carrier offsets the cost of spoiled goods by reducing the rates for future transportation.

In any case, all respondents noted that at this time the maintenance of the optimal temperature conditions is not a problem for exporters.

### **3.3. Time of delivery. The average elapsed time between placing an order and securing a truck (from the perspective of the transportation service provider and customer)**

#### **Example - a typical shipment from Moldova to Moscow**

Presently, the time between placing an order for delivery of goods and finding the corresponding transportation service provider can vary from one day to several days depending on different factors, which are:

- a) Access to the market of transportation service providers. Previous professional experience of the customer in working with transportation companies can facilitate the procedure of securing the truck for the delivering of goods due to the existing contacts and relations with the service providers;
- b) The means and methods for placing the order. Nowadays, the most common and easiest way to secure a truck for a specific transportation destination can be the use of the national transportation websites. The stream of information containing the main details about the service providers, type of the vehicles, general destinations and timeframes can minimize the effort and duration spent on this procedure;
- c) Price offered for the specific delivery of goods. This main factor can easily reduce (when a good price is offered) or on the contrary – increase (a low price comparing to the existing prices on the market) the average elapsed time for securing a truck for the customer.



- d) The credibility and the reputation of the customer also influence the process of finding a corresponding service provider. A bad reputation (bad payment history) can have negative consequences at this phase;
- e) The designated place for delivery/ unloading place (warehouses or markets – the unloading at a market place can require an extended period of time and in some cases in order to reduce the costs of cargo storage the customer uses the truck as a place for storing goods until the loading is being sold; In consequence, the service provider may register unrealized income due to delay in shipping goods for an alternative customer);
- f) Period of time/season/month (in some seasons – summer and autumn, the demand for transportation services is higher, these seasons represent the harvest time for most of the agricultural products grown in our country, in this case the procedure for securing a truck can last longer than expected);

When the customer identifies a trustworthy service provider the parties set terms and conditions of the shipment delivery contract. The contract of shipment shall be confirmed by making out of a consignment note.

It is especially important for the customer to bring to the attention of the service provider any unusual items or requirements which are to be handled. The customer must be frank about any factors that may increase the usual workload or the normal difficulties experienced by the service provider.

**Table 2. The average elapsed time for every transportation phase**

| No | Transportation services phase   | Average time spent             |
|----|---|--------------------------------|
| 1. | <b>The taking over of the goods (the loading)</b>   | 1 day to 48h (for both phases) |
| 2. | <b>Customs clearance in Moldova</b>   |                                |
| 3. | <b>Custom clearance at border crossings (Moldova, Ukraine, Russia) and the transit time</b> | 3 – 5 days                     |
| 4. | <b>Customs clearance at unloading destination</b>   | 1 day to 48h (for both phases) |
| 5. | <b>The unloading</b>  |                                |

**Source: Data provided by transport companies**

The estimated delivery time for the typical shipment (20tons refrigerated/ non-refrigerated) to Moscow can vary from 5 to 8 days.

### **1. The taking over of goods (the loading)**

At this phase the transporter provides the prepared truck at the date, time and destination established by the customer.

On taking over the goods, the service provider shall check:

- a) The accuracy of the statements in the consignment note as to the number of packages and their marks and numbers, and
- b) The apparent condition of the goods and their packaging.

The customer must specify and indicate the location for the loading of goods. The customer also ensures the packaging and the loading of goods into the truck and provides all the necessary documentation related to the loading, such as:

- 1) Export declaration;
- 2) Invoice;
- 3) Packing list;
- 4) Phyto-sanitary certificate;
- 5) Certificate of origin;

The service provider needs to provide all the necessary information and documents related to the truck and driver:

- 1) Certificate of approval (valid);
- 2) Technical passports of the truck and the trailer (originals and copies);
- 3) TIR Carnet;
- 4) Consignment note (CMR);
- 5) Driver's license and passport;
- 6) Bilateral/transit road haulage permits (for Ukraine).

Generally this procedure can take starting from 1 hour to 1 day or more and depends mostly on:

- placement of goods (some of the customers in order to provide fresh products to the clients load products into trucks right after picking them – in fields for example);
- proper packed goods at set time for loading;
- Personnel available for loading goods into the truck.

Though the Convention CMR mentioned above does not specify or establish any estimated time for the taking over the goods phase, the contracting parties usually agree to a standardized period of time for the loading and passing the customs clearance at the loading destination – 48 hours (excluding weekends and holidays).

If the contract signed by the parties stipulates any penalties for delaying in arrival of the truck at the loading place, then the transporter can be charged at a rate of 50 – 100 USD/EUR for each day the truck is delayed.

## **2. Customs clearance in Moldova**

At this phase the transporter provides the loaded truck to the specified customs terminal to ensure the customs clearance for the loading. All the necessary documents shall be presented and submitted to the customs authority. The customs authority shall be notified of the delivery of goods and means of transportation not later than 30 minutes, following their delivery, and if goods and means of transportation are delivered at time other than the customs authority's office hours, not later than 30 minutes following the opening time of the authority. The time spent on these procedures depends mostly on the customer and the loading related



documentation provided to the transporter (if the documents are properly and completely prepared there should not be a delay of this procedure). Another important factor of influence is the availability and disposal of the customs personnel to perform all customs clearance and procedures (how many trucks are awaiting for the customs clearance procedures; is the customs software working properly).

Generally, for fruits and vegetables there is established a simplified customs clearance procedure and it takes around 0, 5-1 working day.

Most of the surveyed companies stated that based on their experience both the loading and customs clearance for fruits and vegetables can take generally 1 day.

According to the articles 199 and 138 of the Customs Code of the Republic of Moldova the customs authorities shall review the customs declaration and documents and examine goods and means of transportation in case of perishable goods within not more than three days following the date of acceptance of the customs declaration and filing of all the documents and information required for customs purposes<sup>1</sup>.

### **3. Custom clearance at border crossings (Moldova, Ukraine, Russia)**

The average time for custom clearance at border crossings and the transit phase can be estimated at around 3-5 days.

After all the loading customs clearance procedures are finished, the truck leaves to the border crossing custom point (e.g. Tudora, Otaci, Palanka) and reaches the destination in about 2-3 hours. Crossing and wait time of trucks at the border crossing points are influenced by a wide variety of factors. Some factors are tied to operational changes related to customs inspection processes, while others are external.

The above mentioned factors are: major incidents around the border crossings or the queue length, which is variable and depends on traffic volume and processing time at each of the inspection facilities throughout the border crossing process; or the wait time that is the time it takes for a vehicle to reach the Crossing Border Point's primary inspection booth after arriving at the end of the queue (e.g. the queue length at Tudora in the period of 24-26<sup>th</sup> of January was about 38 trucks long due to the heavy snow fall and necessity of cleaning the roads)- the crossing and wait time rise significantly during seasons when particular agricultural products harvests are gathered and exported; a vehicle mechanical breakdown or overnight stay in the inspection compound can also influence the crossing time of this phase. Generally, the transit time (crossing time) of a loaded truck through these border customs points, in normal conditions, can last 3-6 hours.

To reduce the time spent on customs clearance procedures for perishable goods when crossing Moldova's state border it is being used the single window system (passing the custom control and border police control inspections only). Also, should be mentioned the Protocol between the Government of the Republic of Moldova and Ukraine regarding the assurance of the preferential conditions for the transportation of the perishable goods in Ukraine and transition on the

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<sup>1</sup> According to the Regulation nr.9/12 of 09.12.1999 most of the vegetables and fruits are included in the groups of perishable goods (apple, grapes, plums, tomatoes, etc.)

Ukraine territory to other CIS states from 29.08.1995 that stipulates preferential conditions for simplifying and reducing the custom clearance of the perishable goods at crossing the Ukraine borders and transiting its territory.

After crossing the Moldova – Ukraine customs border points the truck heads further to the next customs border points between Ukraine and Russia (Bacevsk (UA)/ Troebortnoe (RUS); Senikovka (UA)/ Novie Iurkovici (RUS); Ekaterinovka (UA)/ Krupet (RUS)) – non-refrigerated trucks can cross each of the mentioned above custom border points, refrigerated trucks usually cross Senikovka (UA)/ Novie Iurkovici (RUS) border crossing point because there is established an one-window and simplified procedure custom point for checking refrigerated truck shipments. The crossing time of all the custom procedures at this border points can take 3 - 6 hours as well (only in the case when all presented documents regarding loading and means of transport are proper completed and presented).

**Table 3. Possible variants of border points to cross and distances between them for a typical shipment to Moscow**

| <b>Border Points</b> | <b>Crossing</b> | <b>Distance (aprox.)</b> | <b>Border Points</b>       | <b>Crossing</b> | <b>Distance (aprox.)</b> | <b>Border Points</b> | <b>Crossing</b> | <b>Distance (aprox.)</b> |
|----------------------|-----------------|--------------------------|----------------------------|-----------------|--------------------------|----------------------|-----------------|--------------------------|
| Chisinau*(MD)        | -               | 155 km                   | Chisinau*(MD)              | -               | 250 km                   | Chisinau*(MD)        | -               | 150 km                   |
| Tudora (MD)          |                 |                          | Otaci (MD)                 |                 |                          | Palanca (MD)         |                 |                          |
| Starokazacie (UA)    |                 | 910 km                   | Moghilev-Podolisk (UA)     |                 | 620 km                   | Maiaki (UA)          |                 | 900 km                   |
| - Bacevsk (UA)/      |                 |                          | UA) - Senikovka            |                 |                          | Ekaterinovka         |                 |                          |
| Troebortnoe (RUS)    |                 |                          | UA)/ Novie Iurkovici (RUS) |                 |                          | UA)/ Krupet (RUS)    |                 |                          |
| Troebortnoe (RUS)    | -               | 525 km                   | Novie Iurkovici (RUS)      | -               | 730 km                   | Krupet (RUS)         | -               | 580 km                   |
| Moscow (RUS)         |                 |                          | Moscow (RUS)               |                 |                          | Moscow (RUS)         |                 |                          |
| <b>Total</b>         |                 | <b>1590 km</b>           | <b>Total</b>               |                 | <b>1600 km</b>           | <b>Total</b>         |                 | <b>1630 km</b>           |

Source: Data provided by transport companies

\*Chisinau is considered here as the departure point because the offices and parking lots of most of the transportation companies are situated in Chisinau, so the trucks are provided to the loading destination from here

The total distance from Chisinau to Moscow is approximately 1600 – 1700 km.

Also, in Moldova, Ukraine and Russia the allowed speed limit for trucks with trailers for outside built-up areas is 70km/h and 90km/h on motorways. In order to avoid the excessive speeding penalties drivers must comply with the established local speed limits.

This way, the distance that a trailer can cross during 24h (respecting the regulations about the total daily driving and rest time) can be around 500-650 km. The total distance from Moldova to Moscow can be travelled in approximately 3 days (without considering the wait time at the crossing borders).

Most of the surveyed companies admitted that to reduce the time of goods delivery to the established place the regulations regarding the total daily drive and rest times are not always respected and at the verification of the enforced transport authorities most of the transportation companies pay bribes.

The analysis of all of the 2012 year shipments from Moldova to Moscow at a transport company revealed that the average elapsed time between the loading/customs clearance time and the unloading/customs clearance time is generally 3-4 days, in some cases it can last 5-7 days and depends on various factors, the most important of which are:

- time of the year or weather conditions (during winter the roads can be closed due to heavy snow falls);
- mechanical failure or breakdown of the vehicle, lack of spare parts, lack of fuel, etc;
- wait time and flow issues at border crossings, failure of the customs operating system and other factors.

#### **4. Customs clearance at unloading destination**

At this phase the transporter provides the truck to the specified customs terminal point to ensure the customs clearance and procedures for the unloading. The location of the customs clearance cargo terminal point at unloading doesn't usually correspond to the place designated for delivery or the place for unloading. The surveyed companies reported that in most of the cases the customs clearance for the unloading are being done in Bryansk, Orel, Smolensk or other cargo terminal points. The time spent on these procedures depends mostly on the proper and completely prepared documentation of the loading and the payment of all import duties and taxes.

Generally the customs clearance and procedures at unloading destination can last 0,5 – 1 day.

But there can be a delay caused by external factors - e.g. the situation when 100 trucks loaded with fruits and vegetables were blocked at customs terminal point situated in Bryansk on 10 - 15<sup>th</sup> of November 2012 for several days because of lack of the necessary equipment for checking the trucks and the loadings at the specified customs clearance point. This way the average elapsed time spent for this phase can increase significantly.

#### **5. The unloading**

The time spent for this procedure depends mostly on the designated place of delivery/unloading. The unloading at a warehouse can last several hours in comparison with the same procedure at a market place (the unloading at a market place can require an extended period of time: the customer in some cases in order to reduce the costs of cargo storage uses the truck as a place for storing the goods until the loading is being sold) that can last 2-3 days, a week and more.

If the contract signed by the parties stipulates any penalties for the delay in unloading the goods at the delivery destination, then the customer can be charged at a rate of 50-100 USD/EUR for each day the unloading procedure is being delayed.

### **3.4. Competition in the transport market**

The main feature of the market relations in transport is the excess of offers of transport services over the effective demand in a free pricing condition and, consequently, the intense competition of transporters in order to get good financial results for the services provided.

For transport, freight forwarding and other companies engaged in transportation of goods, competition is one of the most likely source of problems. Their competitiveness will depend on the extent to which their services compared to competitors' services meet the requirements of consumers in terms of warranty, term, used technology of delivery, level of rates.

In international cargo transportation, carriers compete not only among themselves, but also with companies of other transport means. Choosing the means of delivery for a particular product, consignors include the transportation costs in the product price, timeliness and safety of the goods they transport. The higher cost of road transportation in many cases is offset by the compliance with the schedules and reduction in the time of delivery "from door to door," which is most relevant for transportation of perishable goods.

Another feature of competition in this market is the need to compete with carriers of other countries. Favorable geographical position of Moldova on the transport links Balkan and Middle Eastern countries, with Eastern Europe allow Moldovan carriers to compete with their counterparts in these regions during transit transportation.

In international road transportation the transportation of cargo between points located in the territory of a foreign country (cabotage) is not allowed, this measure is introduced to protect the domestic market from foreign competition.

Foreign carriers delivering goods to Moldova can also perform export transportation of fresh fruits and vegetables when coming back to their mother land (Russia, Ukraine, Belarus, Romania, Poland, etc.). The prices for their services can be significantly (2 - 2.5 times) lower than those of Moldovan transport companies. The fact is that upon the delivery of goods to Moldova the price of their transportation already includes the costs for the return home empty.

But in practice, such cases are extremely rare, so it is very rare to deliver to Moldova goods in refrigerator. In addition, it is difficult to obtain reliable information on the availability of cargoes. Also during the period of increased demand for export transportation of fruits and vegetables, the probability of such a free machine is low, and transportation customers are unlikely to count on such situation.

The major regional carriers are listed in Appendix 5.

Similarly Moldovan carriers can deliver goods to Moldova from the countries to which they delivered goods. But, as a rule, these are non-perishable goods, the prices of such transportation is much lower than in the forward direction.

The transport companies used mainly the price and not-price way of competition. If the demand for transportation and forwarding services significantly responds to the changes in the amount of rates (elastic demand), some reduction in rates is admissible, which will allow the carrier to attract new customers and increase their share on the transport market, gain authority of stable company.

However, in price competition there is a risk that internal rate reduction caused by survival of individual transport companies in a highly competitive and seasonal changes in transport demand, could lead to lower prices for services to the level of dumping.

In price competition focus is made on the terms and condition of service delivery, reliability and availability of their performance. Higher quality of transportation is generally associated with additional costs and relatively high rates.

## 4. CALCULATION OF PRICE FOR THE DELIVERY OF FRESH FRUITS AND VEGETABLES BY THE MAIN AREAS

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### 4.1. Price and costs. Information on the costs of the various elements of the transportation service (example for a typical shipment to Moscow)

#### Fuel

The average fuel consumption of a loaded truck would be 35 – 41 liters per 100 km distance covered; the refrigerator's fuel consumption is about 150 – 200 liters per 1000 km distance covered and 20 – 60 liters / 24h during wait time; an empty truck's fuel consumption is about 25-35 liters per 100 km. A loaded DAF refrigerated truck produced in 2007 consumes 35 - 37 liters per 100 km, unloaded 27 liters/100 km. In winter fuel consumption rises with 2-3 liters.

The variance of the fuel consumption depends firstly on the type of the vehicle, model and year of production. The external factors that influence on the fuel consumption can be:

- the time of the year (ex. In winter the fuel consumption is higher due to the low temperatures);
- the road relief of the distance that needs to be covered (in the mountain areas the fuel consumption is much higher than in the plain ones – it's not to be considered as a factor of influence in the case of the shipment to Moscow);
- climatic conditions (the air resistance during a windy weather time can also conduct to a higher consumption of the fuel);
- the human factor – the driver's capacity to drive correctly a truck.

#### Permits

For the typical shipment from Moldova to Moscow it is necessary to a permit for crossing the Ukrainian border – Ukrainian transit permit, which price can vary from 10 Euro (the permit without payment) – this permit allows to cross Moldova – Ukrainian borders, but appears the necessity to pay additionally the taxes for crossing the Ukrainian roads; and 15 Euros (Ukrainian transit permit with payment) – this permit excludes the additional Ukrainian road costs (aka vignette in EU). The issuing authority of the permits is ANTA (Agentia Nationala a Transportatorilor Auto).

Also, the transportation companies for most of the shipment deliveries has to acquire TIR Carnet that is a customs transit document used to prove the existence of the international guarantee for duties and taxes for the goods transported under the TIR system, within the limit of the amounts specified by the contracting parties and under conditions stipulated in the TIR Convention.

The TIR Carnet costs aprox.65 USD (61 CHF), along with the TIR Carnet the transportation company has to acquire mandatory assurance policy for the TIR Carnet that costs 16 CHF or 17, 2 USD. Along with buying TIR Carnet the transportation company has to pay AITA (Asociatia Internationala a Transportatorilor Auto din Moldova) company 10 USD – the cost of TIR administration. This way the total cost of the TIR Carnet is aprox.92, 2 USD.

## Driver's salary

Costs for the driver's salary vary from 0.10 USD to 0.10 Euro for 1km of distance covered, plus the per diem payment that can cost around 5USD/ EUR or 10USD. But there can be established other ways of calculating the driver's salary, e.g. 10% of the price established for the transportation services.

Can be mentioned the fact that most transportation companies pay unofficial salaries to drivers. The official salaries calculated by the companies vary from 1400 to 1700 lei.

## Insurances

There are some mandatory insurance policies for transportation companies to acquire:

1. Carte Verde – vehicle insurance that covers all the damages for the other vehicle than the one that produced the accident abroad. Costs 231 per year Euro for Zone2, that covers territories of Ukraine, Belarus and Russia; 733 Euro per year for Zone 3, that covers all countries;
2. RCA – vehicle insurance that covers all the damages of a car accident produced in Moldova. The insurance covers the damages costs of the other vehicle than the one that produces the accident. It costs 3150 lei per year for truck and for semitrailer the cost is 20% of RCA cost for a truck or 630 ( $3150 * 20\% = 630$ ) lei per year. In case that a transportation company acquires both insurances for a year there can be offered a price cut in the amount of 60% for the RCA insurance and it's cost in this case is 1260 lei/ year for the truck and 252 lei/ year for the semitrailer.

There are optional insurances for the transportation companies as well:

3. CASCO – vehicle insurance that covers all the damages of a car accident for the vehicle that produced the accident. It costs 2, 5% per year of truck value and depends on the truck cost and year of production of the truck; 1 – 1, 5% per year of semitrailer value.
4. CARGO – optional assurance for the load
5. CMR – optional assurance for the load that depends on load value (200.000 Euro or 300.000 Euro), type of loading (perishable or not, equipments, alcohol) and costs 214 Euro per year for more than 20 shipments provided in case of 200.000 Euro load value or 265 Euro per year for more than 20 shipments provided in case of 300.000 Euro load value for a truck.
6. Medical abroad insurance for the driver – covers the medical expenditures occurred abroad. For CIS territories it costs 0, 3 Euro for a day spent abroad and 0, 37 Euro for a day spent in Europe.

Based on the fact that not all of the year is spent by drivers abroad, assurance companies offer other variants of medical abroad assurance calculations.

Victoria Asigurari SA company offer for this type of assurance:



Table 4. Victoria Asigurari JSC company offer for this type of assurance

| Travel duration/ days insured | CIS territory/per person | Europe/per person |
|-------------------------------|--------------------------|-------------------|
| 12 months/ 90 days            | 27 EURO                  | 29 EURO           |
| 12 months/ 120 days           | 33 EURO                  | 38 EURO           |
| 12 months/ 180 days           | 35 EURO                  | 50 EURO           |

Source: Victoria Asigurari JSC

### Unofficial payments

Usually at border crossing the loaded truck needs to pass the radiological, phyto-sanitarian and contrabandist's inspections. To optimize the time allocated for the goods delivery, to reduce the time spent in lines at the customs, the drivers pay these unofficial payments to skip and avoid the stationary excesses.

The surveyed companies reported that the unofficial payments at Moldova crossing border points can be 100 – 200 lei; at Ukrainian border crossing points 400 – 500 UAH and at Russian border crossing points – 3000 – 4000 RUB for a shipment to Moscow and returning back to Moldova. For non-refrigerated trucks the unofficial payments amount is smaller.

### Depreciation

The surveyed companies reported that depreciation is not being considered when making all the calculations regarding the shipment costs. The depreciation of the vehicles usually is being calculated for the preparation of the company's financial reports.

Most common method of depreciation used in transportation companies is the straight-line depreciation:

$$\text{Annual Depreciation Expense} = \frac{\text{Cost of Fixed Asset} - \text{Residual Value}}{\text{Useful Life of Asset}(\text{years})}$$

Basing on the annual depreciation expense the company calculates the depreciation expense of the specific shipment delivery according to delivery time.

### Repair

Repair costs depend on many factors: year of the truck production and total distance covered; driver's experience, infrastructure of the most common covered routes; roads conditions (bad roads). Etc. The repair costs can also be related to the usual technical verification, that costs less, or a major repair of some expensive vehicle parts.

The most common types of repair or maintenance activities are:

- vehicle oil, filter and clutch plate replacement – all this replacements can cost up to 5000 lei;



- replacement of tires – the price of a tire can vary from 4000 – 4500 lei; tires guarantee period vary from 12 to 24 months and depend mostly on the tire producer, but generally the guarantee period is 12 months; cargo vehicles need to change 12 tires once they are worn;
- vehicle battery replacement – a truck battery costs around 2500 lei and has a 20 month/ 65000 km covered or 2500 h worked guarantee period (a truck has 2 batteries);
- during winter the vehicle heater can be repaired and some pieces of it replaced – costs aprox. 1870 lei;
- tachograph repair and replacement of some of its part -760 lei;
- vehicle heater repair – 550 lei and change of some parts – 1320 lei;
- Annual technical testing of the vehicle – 1380 lei (truck and trailer); annual road taxes – 1500 lei for truck and 3000 lei for semitrailer. The amounts indicated above are established for year 2013.
- Windscreen (glass) replacement and assembling of a Volvo truck costs 1870 lei; windscreen (glass) replacement and assembling of a MAN truck costs 1940 lei; windscreen (glass) replacement and assembling of a Mercedes Actros truck costs 2120 lei
- Fuel filter replacement costs 359 – 1190 lei;
- Antifreeze (10 kg) costs 133 lei;
- Brake backing plate replacement – 1200 lei;
- Oil filter replacement costs 135- 490 lei;
- Ravenol (0, 5 kg) – 100 lei.

Other common maintenance costs can be vehicle wash services that cost 350 – 520 lei for a wash.

### **Gross profit**

Some companies reported a gain of 1000 to 1300 USD\* gross profit for this specific route to Moscow and back being loaded either to Moscow or in both cases.

One surveyed company reported 1300-1400 USD\* gross profit for the route to Nijnii Novgorod and returning back empty. The same company reported a 2000 USD\* gross profit when returning from Nijnii Novgorod back to Moldova loaded.

Companies sustain that the gained gross profit rises up to 15% in the peak demand period, which starts usually in September and ends in December.

\*not taken in consideration depreciation, mandatory assurance costs and various repair costs.

### **Calculation of gross profit for a shipment delivery to Moscow**

(Without taking in consideration the depreciation, repair/ maintenance costs and mandatory assurances costs for the truck and trailer)

Table 5. Calculation of gross profit for a shipment delivery to Moscow (20 tons)

|     |   |  |
|-----|---|--|
| 1.  | <b>Price</b>  | 3200 USD   |
| 2.  | <b>Average fuel costs for loaded truck:</b>   | 0,37 * 1700 km = 629 liters<br>629 liters * 13.83 lei = 8700 lei,<br>8700 lei/ 12,09 = 719,6 USD           |
| 3.  | <b>Average fuel costs for empty truck:</b>  | 0,30 * 1700 km = 510 liters<br>510 liters * 13.83 lei = 7053,3 lei,<br>7053,3 lei/ 12,09 = 583,4 USD       |
| 4.  | <b>Average refrigerator fuel costs (150 liters/1000 km)</b>   | 0,15 liters*1700 km = 255 liters<br>255 liters*13,83 lei = 3526,65 lei<br>3526,65 lei / 12,09 = 291,70 USD |
| 5.  | <b>Driver's salary</b>  | 3400 km * 0,10 = 340 USD   |
| 6.  | <b>Per diem</b>   | 8 days * 10 USD = 80 USD   |
| 7.  | <b>Permits (Ukrainian transit permit with payment - 10 Euro and TIR Carnet)</b>   | 92,2 + 13 = 105,2 USD  |
| 8.  | <b>Unofficial payments (150 MD + 1600 RUS + 750 UA)</b>   | 2500 lei/12,09 = 206, 78 USD   |
| 9.  | <b>Road costs (48 lei for weighting and measure (MD); 10 EUR - Ukrainian road tax for the loaded truck and 2 EUR for the empty one)</b> | 24 USD   |
| 10. | <b>Gross profit (1-2-3-4-5-6-7-8-9)</b>   | 849,32 USD   |

Source: Drafted by ProConsulting based on the data submitted by transport companies

\*In the table above for calculating fuel costs it is being used the average market price for diesel fuel established in Moldova, without VAT, - 13,83 lei. For transforming costs from LEI to USD it is being used the LEI/USD cross rate established for the day when calculations are being made - 12, 09 lei for 1 USD.

Since fuel costs form the main part of costs occurred for a shipment delivery, approximately 60-68% according to the above calculations, the transportation companies acquire fuel in various places, especially in Russia - due to existent low fuel prices in that zone, generally to optimize and reduce this part of costs. This way the fuel price presented in the table above is the highest observed on market and the difference of gross profit reported by transportation companies and the one resulted in the calculation presented in the table can be attributed to the variance of fuel prices acquired by transportation companies.

The gross profit reported and obtained above is calculated by taking into consideration only direct and variable costs, or the costs that generally can be attributed for a specific shipment delivery. Depreciation, repair/ maintenance costs and mandatory assurances costs for the truck and trailer are not being taken into consideration because the form the fixed and indirect costs, that mainly can be attributed to all shipment deliveries provided by a truck in a year and do not depend on number and variety of shipments deliveries.

### Payment for dispatching agencies

The commission of the dispatching agency for a delivery route can vary from 100 USD up to 600 USD or more. Generally the commission of the dispatching agency does not exceed 100-200 USD. The factors that influence the price of the commission can be:

- Capacity of dispatching agency personnel to negotiate the price set for the route, both with client and service provider ;
- Urgency in necessity of a refrigerated/non-refrigerated truck;
- Urgency in necessity of a shipment to deliver;
- Client's knowledge of the transportation area of activity (service providers, prices, etc.)

## 4.2. Price breakout depending on different factors

Price breakout depending on the following products: apples, grapes, plums, sweet cherries, tomatoes.

**Table 6. Price breakout depending on different type of products (20 tons)**

| Product        | Price                               |
|----------------|-------------------------------------|
| Apples         | 3000USD                             |
| Grapes         | 3300 USD                            |
| Plums          | 3000 USD                            |
| Sweet cherries | 3500 USD (easily alterable product) |
| Tomatoes       | 3500 USD (easily alterable product) |

**Source: Data provided by transport companies**

Some of the companies reported the same price for all of the mentioned above products – 3200 USD, because all of them are delivered in refrigerated trucks and no difference in the shipment costs were observed.

For apples and grapes the price can reduce from 3200 USD established in autumn to 2900 USD observed in January and February.

Other companies set various prices for different products because some of the mentioned above products alter faster (sweet cherries, tomatoes) then others so the pressure and responsibility regarding the delivery time for the transporter is higher.

But usually the price depends on the negotiation ability of both parties and customer's disposal to pay a higher price for provided services.

**Price variance depending on the type of loading – direct loading at the buyer's depot vs. staying at a wholesale terminal market (ex. Pokrovka in Moscow)**

Direct unloading at the buyer's warehouse usually sets a lower price for the transportation services (around 100 – 200 USD) in comparison to the price established for unloading at a wholesale market place.

Most companies set penalties for unloading delay. The usual set time by the parties for customs clearance and unloading is 48h. This way, the wait time at a wholesale market conduces to additional costs, which can be: the wait time over the limit of 48h costs average 100 USD for a day of delay or 50 USD and the costs of the fuel consumption of the refrigerator for every day of delay. Some of the companies accept a 100-200 USD rise of the price for a week over time limit (over 48h) delay.

**Price variance on type of payment (all cash, via bank transfer, partial payment)**

Normally the all cash type of payment is much lower (starting from 50 USD/EURO to 300 USD/EURO per shipment) than other types of payment for several reasons:

- all cash payment is being done immediately and the transportation service provider doesn't have to seek other sources of funding, that can conduce to additional costs (loan interests), to cover all the delivery services expenditures;
- the commission for the bank transfer is being avoided - for the client and the bank commission for the withdrawal of the cash from the bank account - for the service provider; the economy of this costs can rise up to 25 USD bank commission for executing the payment and 0,8 – 2% bank commission for withdrawal of the cash.
- but the most important factor is the payment period, which is very short in this case.

The variances all cash payment can be: at loading 100%; at unloading place 100%, or a part at loading and the rest of it at unloading.

Normally the bank transfer type of payment sets the highest price due to long period of wait time until the money are received by the service provider and the additional costs that appear – bank commissions. The payment for the shipment normally is set starting from 2 weeks and up to 2 months after the shipment is being delivered. But generally, 10-15% of the clients delay the payment period up to 6 months or more.

Companies reported a price increase of 200 - 300 USD for this type of payment, in comparison to other types.

Most of the surveyed companies report the partial payment as most convenient type of payment, because it allows the transporter to cover the unofficial costs of the shipment without seeking other various legal methods for that and allows the transporter to work legally and report correctly and present complete information about the services provided. The international transportation companies can benefit of the VAT tax return according to the Fiscal Code. In order to return a larger amount of VAT tax they have to report all of shipments delivered.

**Price variance on long term relationships vs. new business**

In case of a long term relationship between the service provider and the client there can be offered a price cut of 100 USD, 150 USD, 200 USD and more, depending on the term of the contract, how many shipments are ordered per month or per year. The price cut is offered due to reducing costs of searching new clients (phone calls costs, wait time costs, unrealized profits etc.).

**Seasonal price variance for over the road transportation (variances by month, provide specific example for Moscow)**

For this specific example peak demand for the refrigerated trucks is registered when the growing period of the agricultural products is over, generally in September – November, in December the goods consumption is higher because of the approaching holidays and the prices for the shipment delivery rise. According to the surveyed companies they register a 10-15% price rise during this period. Due to stock out of local agricultural products in January – may the prices for the transportation services decrease significantly.

**4.3. The frequency with which a refrigerated truck returns empty to Moldova from Moscow (deadhead) and how does it impact the cost/price**

The surveyed companies reported that in 50-70% of the cases the truck returns empty from Moscow because of lack of loadings for refrigerated trucks. But it can get loaded on the road to Moldova, in Ukraine for example (the costs rise in case of loading back to Moldova: deliver time for getting back to Moldova increases, therefore the amount of per diems for driver, fuel consumption is higher in a loaded truck. If the truck gets loaded in Ukraine there is need for an additional permit to cross border Ukraine-Moldova borders, plus the customs taxes for a loaded truck are higher at crossing the borders and unofficial payments as well). In case that the same client orders to a transportation company delivery to Moscow and back there can be a price cut in the amount of 50-200 USD/EURO. The companies reported also that based on their experience it is more convenient for the truck to return empty to Moldova in case that transportation company has found another shipment to deliver from Moldova to Moscow and needs to reduce the time spent when returning back to Moldova.

In order to describe the impact of a shipment to Moscow and back on the price and costs, we should analyze the possible variants of shipments of a refrigerated truck considering next situations:

- a) The refrigerated truck delivers a shipment to Moscow and returns empty(considering the price for Moldova - Moscow shipment delivery – 3200 USD);
- b) The refrigerated truck delivers a shipment to Moscow and returns back loaded from Moscow (considering the present price for Moscow – Moldova shipment delivery – 1000 USD);
- c) The refrigerated truck delivers a shipment to Moscow and returns back loaded from Kiev (considering the present price for Kiev –Moldova shipment delivery – 750 USD);
- d) The refrigerated truck delivers a shipment to Moscow and returns back loaded from Zaporozhie (considering the present price for Zaporozhie – Moldova shipment delivery – 850 USD);
- e) The refrigerated truck delivers a shipment to Moscow and returns back loaded from Vinnitza (considering the present price for Vinnitza – Moldova shipment delivery – 700 USD);

For this analysis mandatory insurance policies and depreciation costs aren't being taken into consideration because they are fixed costs and their values don't depend on the total distance covered by a truck.

Table 7. Costs depending on different possible variants of shipments

| Nº | Indicators   | Situation a)   | Situation b)  | Situation c)  | Situation d)  | Situation e)  |
|----|--|--|---|---|---|---|
| 1. | Distance covered                                       | 3400 km  | 3400 km   | 3400 km   | 3500 km   | 3400 km   |
| 2. | Delivery time (all phases and return time)             | 10 days  | 14 days   | 13 days   | 14 days   | 12 days   |
| 3. | Price  | 3200 USD   | 4200 USD  | 3950 USD  | 4050 USD  | 3900 USD  |
| 4. | Fuel costs loaded truck (37l/100km consumption)        | $0,37 * 1700 \text{ km} = 629 \text{ liters}$<br>$629 \text{ liters} * 13.83 \text{ lei} = 8700 \text{ lei,}$<br>$8700 \text{ lei} / 12,09 = 719,6 \text{ USD}$          | $0,37 * 3400 \text{ km} = 1258 \text{ liters}$<br>$1258 \text{ liters} * 13.83 \text{ lei} = 17398,14 \text{ lei,}$<br>$17398,14 \text{ lei} / 12,09 = 1439,05 \text{ USD}$ | $0,37 * 700 \text{ km} = 259 \text{ liters}$<br>$259 * 13,83 = 3581,97 \text{ lei}$<br>$3581,97 / 12,09 = 296,28 \text{ USD}$   | $0,37 * 900 \text{ km} = 333 \text{ liters}$<br>$333 * 13,83 = 4605,39 \text{ lei}$<br>$4605,39 / 12,09 = 380,93 \text{ USD}$   | $0,37 * 350 \text{ km} = 129,5 \text{ liters}$<br>$129,5 * 13,83 = 1790,99 \text{ lei}$<br>$1790,99 / 12,09 = 148,14 \text{ USD}$   |
| 5. | Fuel costs empty truck (30l/100km consumption)         | $0,30 * 1700 \text{ km} = 510 \text{ liters}$<br>$510 \text{ liters} * 13.83 \text{ lei} = 7053,3 \text{ lei,}$<br>$7053,3 \text{ lei} / 12,09 = 583,4 \text{ USD}$      | -   | $0,30 * 2700 \text{ km} = 810 \text{ liters}$<br>$810 \text{ liters} * 13.83 \text{ lei} = 11202,30 \text{ lei,}$<br>$11202,3 \text{ lei} / 12,09 = 926,58 \text{ USD}$ | $0,30 * 2600 \text{ km} = 780 \text{ liters}$<br>$780 \text{ liters} * 13.83 \text{ lei} = 10787,40 \text{ lei,}$<br>$10787,4 \text{ lei} / 12,09 = 892,26 \text{ USD}$ | $0,30 * 3050 \text{ km} = 915 \text{ liters}$<br>$915 \text{ liters} * 13.83 \text{ lei} = 12654,45 \text{ lei,}$<br>$12654,45 \text{ lei} / 12,09 = 1046,69 \text{ USD}$ |
| 6. | Average refrigerator's fuel costs (150 liters/1000 km) | $0,15 \text{ liters} * 1700 \text{ km} = 255 \text{ liters}$<br>$255 \text{ liters} * 13,83 \text{ lei} = 3526,65 \text{ lei}$<br>$3526,65 \text{ lei} / 12,09 = 291,70$ | $0,15 \text{ liters} * 3400 \text{ km} = 510 \text{ liters}$<br>$510 \text{ liters} * 13,83 \text{ lei} = 7053,30 \text{ lei}$<br>$7053,30 \text{ lei} / 12,09 = 583,40$    | $0,15 \text{ liters} * 700 \text{ km} = 105 \text{ liters}$<br>$105 \text{ liters} * 13,83 \text{ lei} = 1452,15 \text{ lei}$<br>$1452,15 \text{ lei} / 12,09 = 120,11$ | $0,15 \text{ liters} * 900 \text{ km} = 135 \text{ liters}$<br>$135 \text{ liters} * 13,83 \text{ lei} = 1867,05 \text{ lei}$<br>$1867,05 \text{ lei} / 12,09 = 154,43$ | $0,15 \text{ liters} * 350 \text{ km} = 52,5 \text{ liters}$<br>$52,5 \text{ liters} * 13,83 \text{ lei} = 726,08 \text{ lei}$<br>$726,08 \text{ lei} / 12,09 = 60,06$    |



**Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova**

|     |   |                             |  |   |                                 |                                 |
|-----|---|-----------------------------|--|---|---------------------------------|---------------------------------|
|     |   | USD                         | USD  | USD   | 12,09 = 154,43 USD              | USD                             |
| 7.  | <b>Driver's salary</b>  | 3400 km * 0,10 = 340 USD    | 340 USD  | 340 USD   | 350 USD                         | 340 USD                         |
| 8.  | <b>Per diem</b>   | 10 days * 10 USD = 100 USD  | 140 USD  | 130 USD   | 140 USD                         | 120 USD                         |
| 9.  | <b>Permits (Ukrainian transit permit with payment - 10 Euro and TIR Carnet)</b>   | 92,2 + 13 = 105,2 USD       | 105,2 USD + additional TIR Carnet 92,2 USD = 197,4 USD | 105,2 USD + 10 Euro (additional Ukrainian bilateral permit) = 118,2 USD | 118,2 USD                       | 118,2 USD                       |
| 10. | <b>Unofficial payments (150 MD + 1600 RUS + 750 UA)</b>   | 2500 lei/12,09 = 206,78 USD | 206,78*2 = 413,56 USD                                  | 3400 lei/12,09 USD = 281,22 USD   | 3400 lei/12,09 USD = 281,22 USD | 3400 lei/12,09 USD = 281,22 USD |
| 11. | <b>Road costs (48 lei for weighting and measure (MD); 10 EUR – Ukrainian road tax for the loaded truck and 2 EUR for the empty one)</b> | 24 USD                      | 34 USD   | 34 USD  | 34 USD                          | 34 USD                          |
| 12. | <b>Total costs (4+5+6+7+8+9+10+11)</b>  | 2370,68 USD                 | 3147,41 USD  | 2246,39 USD   | 2351,04 USD                     | 2148,31 USD                     |
| 13. | <b>Gross profit for the route(3-12)</b>   | 829,32 USD                  | 1052,59 USD  | 1703,61 USD   | 1698,96 USD                     | 1751,69 USD                     |
| 14. | <b>Gross profit for a day (13:2)</b>  | 82,93 USD                   | 75,19 USD  | 131,05 USD  | 121,35 USD                      | 145,97 USD                      |

Source: Drafted by ProConsulting based on the data submitted by transport companies

\*In the table above for calculating fuel costs it is being used the average market price for diesel fuel established in Moldova, without VAT, - 13,83 lei. For transforming costs from LEI to USD it is being used the LEI/USD cross rate established for the day when calculations are being made - 12,09 lei for 1 USD.



From the table presented above it is very easy to observe the difference of gross profit gained in every situation described. The highest profit is obtained in situation e) 1751, 69 USD; situation c) 1703, 61 USD and situation d) 1698, 96 USD. But due to the fact that delivery time is different in every situation should be analyzed the indicator of gross profit gained for a day. The ratio between gross profit indicator and delivered time reveals the fact that highest gross profit is obtained in situation e), then situation c) and d). The same placement of the situations results from the ratio between the price and delivery time indicators. The result is influenced most of all by the delivery time indicator: though the delivery time in situation c) increases with 8% in comparison to situation e) the price rises just with 1,3% for the same comparison. In situation d) the time for delivery rises with 16, 7% compared to situation e), but the price rises only with 3, 85%. For these cases the delivery time has a big impact on the gross profit obtained. The prices vary just up to 150 USD and don't influence very much to the analyzed above indicator.

The distance covered remained at the same value in most cases, just in situation d) has increased with 100 km, but the influence of its variance is very small because the ratio between the price and distance covered in this situation is 1,157 USD/km, compared to situation c) 1,162 USD/km and situation e) 1,147 USD/km and represents a less revenue obtained with 0,005 USD/km for the comparison of situations d) and c) and a higher revenue obtained with 0,01 USD/km for the comparison of situations d) and e).

When analyzing the costs, we can observe that in situation a) the price is the lowest in comparison to other given situations, but the total cost value is one the highest compared to costs of other situations, this way in result it was obtained the lowest gross profit of all the situations. The analysis of the ratio between the costs and prices resulted that in situation a) the costs formed 74,1% of the established price, in situation b): 74,9% of the established price, situation c): 56,9%, situation d): 58% and situation e) 55% of the established price. From the above analysis we can conclude that situations a) and b) are less preferred than other situations described. Though the delivery time in the situation a) is the lowest – 10 days and the transportation company gains profit in case the truck is ordered for another shipment to Moscow, it still presents the lowest profit obtained in comparison to situations c), d) and e). Example:  $82,93 \text{ USD} * 14 \text{ days} = 1161,02 \text{ USD}$  – we assume that the transportation company has another shipment to Moscow demand, the 11 to 14<sup>th</sup> day is being spent for shipment delivery and we multiply the gained profit for the same route to 14 days – the highest delivery time of all the situations described above. From this example we can observe that is still not preferable to return empty back from Moscow, but it is more preferable when compared to situation b), in which the gross profit obtained for 14 days is 1052,59 USD and it is lower than the one the company would obtain in the example described earlier: 1161,02 USD. This conclusion can result when comparing the gross profits obtained for a working day in each of the situations described: this indicator is the lowest in situation b).

The increase/decrease of driver's salary, per diem, road costs indicators is very low (10 to 40 USD) and has a small impact, up to 2%, of total costs occurred.

The permits indicator in the situation b) increases with 92, 2 USD, which represents the TIR Carnet cost, generally needed for the shipment delivery from Moscow. This increase forms 2,9% of total costs in this situation. For situations c), d) and e) there is necessary to buy an additional Ukrainian bilateral permit that costs 10 Euro or 13 USD, but this additional cost has an

insignificant impact on total costs of the transportation services. Though the price is the highest in situation b) the costs represent the highest amount as well. The increase of total costs for this situation is formed by increased fuel costs (the truck returns loaded and consumes more fuel), increased per diem (delivery time increases and per diem payments increase as well), permits (the need of additional TIR Carnet), unofficial payments (truck is loaded from Moscow and appear costs of these payments) and road costs (additional 10Euro for a loaded truck tax in Ukraine) in comparison to situation a) and conduce to increasing of total cost with 776,73 USD in comparison to situation a). Also, high delivery time has influenced to a low gross profit obtained and compared to situations a), c), d) and e).

The cost amounts of situations c), d) and e) do not vary significantly. The variances result from the increase/decrease of fuel costs and per diem indicators. Due to the fact that per diem indicator vary just with 10 – 20 USD and conduces to an increase of 1% of total costs, higher impact represents the increase/decrease of fuel costs. Fuel costs increase in the situations c) and d) owe to total distance covered by a loaded truck. The less distance a loaded truck covers the less costs occur. Since the lowest distance covered by loaded truck is given in situation e) and delivery time for this situation is the lowest from all as well, in the end it is obtained the highest gross profit for a working day.

In conclusion, the situation b) is less preferred in all cases due to high costs occurred and low gross profit obtained. Situation a) can be chosen in case of high demand for shipment deliveries to Moscow. The best variants for transportation companies are variants exposed in situations e), c) and d) because of low costs (decreased fuel costs) compared to high prices obtained for reduced delivery times.

#### 4.4. Price and delivery time to main geographical destinations: (refrigerated and non-refrigerated broken out separately by month/season as generally quoted)

Table 8. Road cold transportation (20 ton refrigerated truck)

| Destinations |                  | Price offered for              |                            | Distance (aprox.) | Delivery time (transit time) |
|--------------|------------------|--------------------------------|----------------------------|-------------------|------------------------------|
|              |                  | Refrigerated truck             | Non-refrigerated truck     |                   |                              |
| Russia       | Moscow           | 3100-3200 USD                  | 2300-2700 USD              | 1600-1700 km      | 3-5 days                     |
|              | Saint Petersburg | 3400-3600 USD;<br>3800 USD     | 2500-3000 USD              | 2050-2150 km      | 5-7 days                     |
|              | Archangelsk      | 5600-5700 USD                  | 3300 EUR                   | 2800-2900 km      | 7-8 days                     |
|              | Nizhniy Novgorod | 3500-3600 USD<br>3800-3900 USD | 2800-3000 USD;<br>3200 USD | 2000-2100 km      | 5-7 days                     |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

|                   |                      |                         |                    |                          |            |
|-------------------|----------------------|-------------------------|--------------------|--------------------------|------------|
|                   | <b>Yekaterinburg</b> | 5200 USD; 5800 USD      | 4700-5000 USD      | 3100-3200 km             | 8-9 days   |
|                   | <b>Omsk</b>          | 6900 USD; 7200-7400 USD | 6600 USD; 5900 USD | 4000-4200 km             | 10 days    |
|                   | <b>Novosibirsk</b>   | 8500 USD                | 6500 USD           | 4700-4900 km             | 12 days    |
|                   | <b>Surgut</b>        | 7800-7900 USD           | 6300 - 6400 USD    | 4300-4400 km             | 10-11 days |
|                   | <b>Krasnoyarsk</b>   | 12000 USD               | 9100 USD           | 6000 km                  | 14-15 days |
| <b>Ukraine</b>    | <b>Kiev</b>          | 1200 USD                | 600-850 USD        | 600-700 km               | 1-2 days   |
| <b>Belarus</b>    | <b>Minsk</b>         | 2100-2400USD            | 1700-1800 USD      | 1100 km                  | 3-4 days   |
|                   | <b>Gomel</b>         | 1800,2000 -2200 USD     | 1300-1500 USD      | 900 km                   | 2-3 days   |
| <b>Poland</b>     | <b>Warsaw</b>        | 1300 EUR                | 1100 EUR           | 1000 km                  | 2-3 days   |
|                   | <b>Poznan</b>        | 1500-1700 EUR           | 1300-1500 EUR      | 1300 km                  | 3 days     |
| <b>Germany</b>    | <b>Berlin</b>        | 1500-1700 EUR           | 1500-1700 EUR      | 1600 km (through Poland) | 5-6 days   |
|                   | <b>Munich</b>        | 1500 - 1700 EUR         | 1500-1700 EUR      | 1700-1800 km             | 5-6 days   |
| <b>Kazakhstan</b> | <b>Astana</b>        | 6700 EUR                | 6000-7000 USD      | 4300 km                  | 10-12 days |
| <b>Estonia</b>    | <b>Tallinn</b>       | 2000 EUR                | 1800-1900 EUR      | 1800-1900 km             | 6-7 days   |
| <b>Latvia</b>     | <b>Riga</b>          | 1700-1800 EUR           | 1500-1600 EUR      | 1500-1600 km             | 5-6 days   |
| <b>Lithuania</b>  | <b>Vilnius</b>       | 1500-1800 EUR           | 1400 EUR           | 1200-1300 km             | 4-5 days   |

Source: Drafted by ProConsulting LLC based on the data submitted by transport companies

High competition in the transportation industry generates the stability of prices. The variations of transportation services prices depend mostly on demand fluctuation. The demand of transportation services is generally influenced by: consumption of goods by individuals, households, and government; production of industrial and agricultural goods and the exchange of produced goods (trade). The main export products are: textile and textile articles; equipments; fruits, vegetables and grains; processed food, wine and other alcoholic beverages. The main external trade destination for Republic of Moldova is Russia (aprox. 30, 75% of total exports based on January November 2012 statistics). This way, Russia is also the most importation destination for transportation services. Since the main export products to Russia are agricultural products and processed foods, the demand for the transportation services depends

on growing periods and harvest seasons. Therefore, the demand for transportation is higher when the growing period of agricultural products is over. Usually the prices for the transportation services are higher in summer, autumn and early winter (December) due to the end of growing period and the holidays time (December), when the consumption of goods rises significantly.

The surveyed companies reported a 10 – 15% price rise for transportation services during peak periods. The price rise in the mentioned above peak periods can be attributed mostly to high demand of refrigerated trucks, but it also influences the prices established for non refrigerated trucks.

To Moscow and Saint Petersburg the service providers deliver both perishables goods, that need to be transported in refrigerated trucks, and general goods, as textiles, equipments, that can be transported by non-refrigerated trucks.

To other Russian destinations (Archangelsk, Nizhniy Novgorod, Yekaterinburg, Omsk, Novosibirsk, Surgut, Krasnoyarsk) local producers export generally agricultural products like grapes and apples, so the demand for transportation services for these destinations is seasonal, starting late summer and ending in January. Though, the harvest periods end in October November, local producers storage the products to trade them in the periods of decreased supply, like December and January, so they get a higher price and gain higher profits.

The demand for refrigerated trucks to deliver goods to Russia is highly dependent on the consumption of agricultural products in Russia.

Russia's accession to the WTO led to lower import duties on most fruits and vegetables, as regard, the total supply is growing and the products become more affordable for consumers. This way the consumption of fruits and vegetables got higher.

According to Federal State Statistics Service of the Russian Federation, in the period from July to November of 2011, Moldova was the main apple exporter to Russia. However, in the same period of this year, it was Poland that led in apple exports to the Russian Federation after Russia's accession to the WTO. Previously, Polish exporters were active in the Russian market only since January when the import duty on apples was reduced. The main reason for Moldova's lower exports is a decrease in domestic production of apples. In addition to low production, the 2012 season is characterized by relatively low volumes of marketable apples in Moldova that significantly reduces Moldovan suppliers' chances to export their produce.

In the conditions of low domestic production and goods stock out, the transportation companies seek other markets with high demand for the transportation services. The main Republic of Moldova competitors for Russian fruits and vegetables markets are Poland, Serbia, Turkey and Greece. Starting peak end period – January and until April, the transporters provide the trucks to Polish and Serbian domestic producers, who export apples to Russia during this period. Later, starting April until June, the service providers redirect to Turkish and Greek producers to ship fresh harvested products (cherries, strawberries, etc.) to Russia.

Due to the fact that Ukraine has a developed agricultural activity sector the demand for agricultural products is low. Ukraine has a share of aprox. 5, 7% (January June statistic dates) of total exports. This leads to a low fluctuation of transportation services prices to destination –

Ukraine. But Ukraine represents the main import partner of goods for Republic of Moldova. Our country imports both perishable and non-perishable goods from Ukraine, so the transporters provide shipments mostly from Ukraine to Moldova. Prices are generally stable and can vary at individual conditions set of the parties or when increased consumption of goods is observed (before holidays).

To Belarus and Poland, Republic of Moldova exports wine and alcoholic beverages, sugar, etc. and the transportation services prices do not vary significantly during the year and depend mostly on the availability of the trucks at demand.

To Germany prices for refrigerated and non-refrigerated trucks are equal because only non-refrigerated truck shipments are delivered. The exports to Germany are low because of the high EU regulations regarding import products that local producers must comply to. And the most imported products from Germany are delivered in non-refrigerated trucks.

To Kazakhstan prices can vary significantly from one service provider to another because of the distance, geographical location, country's relief and poor infrastructure. To Kazakhstan Moldova exports mostly agricultural products (e.g. apples) and the demand, therefore the price for transportation services depend on season growth period. Few transporters accept to deliver shipments to this destination because of the factors mentioned above.

To Baltic countries the price for transportation services doesn't vary and is also generally stable during the year. The variations of price can be generally attributed to conditions set by individual parties.

The prices contained in the above table are established by surveyed transportation companies and reflect the general market prices existent at the present moment. Prices can be negotiable and generally higher prices are established by dispatching agencies, the differences of the presented above prices represent their commission. The prices can rise if the fuel price rises because fuel costs form the main part of the transportation services costs.

#### 4.5. Price and time of delivery of perishable goods in refrigerated rail sections

The cost of transportation of perishable goods in refrigerated sections is calculated in accordance with the Tariff Policy of the CIS railways.

**The tariff policy of the railways** of the Commonwealth of Independent States in the transportation of goods in international traffic is the international treaty of interdepartmental nature and operates under the railway administrations of the **Tariff Agreement of Railway Administrations** of the Commonwealth of Independent States of February 17, 1993.

The participants of the Tariff Agreement are the Railways of the following countries:

1. Republic of Azerbaijan - AZ
2. Republic of Armenia - ARM
3. Republic of Belarus - BCh
4. Georgia - GR



5. Republic of Kazakhstan - KZH
6. Kyrgyz Republic - CRG
7. Republic of Latvia - LDZ
8. Republic of Moldova - ChFM
9. Russian Federation - RDZh
10. Republic of Tajikistan - TDZh
11. Turkmenistan - TRK
12. Republic of Uzbekistan - UTI
13. Ukraine - UZ
14. Republic of Estonia - EVR

According to this tariff policy one of the transport companies of Chisinau calculated the rates and registered all the necessary documents for the export of fresh fruits and vegetables. The calculation was made for refrigerated units consisting of 4 refrigerated cars. The offer with the cost of transportation and all necessary payments for the export of products is given in the Appendix 8.

The document comprises the calculated cost of transportation from three regions of Moldova: Chisinau (center), Balti (north) and Cahul (south) only to Ekaterinburg. Of all the requested regions of Russia: Yekaterinburg, Omsk, Novosibirsk, Surgut, Novosibirsk and Kazakhstan (Astana) this destination is the only possible destination for delivery by railway. Since the time of delivery of perishable goods is regulated by the Instruction on the transportation of perishable goods in refrigerated cars in international traffic between the states of the Commonwealth of Independent States, the Republic of Latvia, Republic of Lithuania, the Republic of Estonia. This instruction, besides the conditions and regulations of cargo transportation in refrigerated and insulated containers, also comprises tables of Deadlines of transportations of fruits and vegetables by seasons of the year in refrigerated cars (Appendix 9).

On average, the possibility of transportation of perishable goods by railway is calculated by dividing the distance from the point of departure to destination by the average speed of ref. cars 300 - 320 km / day, while the speed of the other cars on average is 220 km / day. Plus, this is added to 1 day for each crossing point and 1 day for loading and unloading of goods.

So, at a distance from Chisinau to Omsk of 3,600 km this is the shortest possible distance given the 4 border crossing points and 2 days of loading and unloading will be about 18 - 19 days for cherries, apricots and tomatoes, the deadlines for delivery will make up 8-10 and 10-15 days respectively. Indeed, whatever the cooling equipment, but fresh fruits and vegetables have the limits of preservation and storage. Therefore, these types of products at such distances are not transported by railway.

The situation is similar with the destinations in other declared directions

Table 9. Time of delivery of perishable goods in refrigerated rail sections to different destinations

| Point of departure | Point of destination | Distance (km) | Number of days on the road | Days on border crossings | Days of loading and unloading | Total delivery time (days) |
|--------------------|----------------------|---------------|----------------------------|--------------------------|-------------------------------|----------------------------|
| Chisinau           | Omsk                 | 3,600         | 12                         | 4                        | 2                             | 18                         |
| Chisinau           | Novosibirsk          | 4,268         | 14                         | 4                        | 2                             | 20                         |
| Chisinau           | Krasnoyarsk          | 5,053         | 16                         | 4                        | 2                             | 22                         |
| Chisinau           | Astana               | 3,776         | 12                         | 4                        | 2                             | 18                         |

**Source: Data provided by transport companies**

Based on the rules of transportation, speed of delivery by railway and road and the distance, an unambiguous conclusion can be made that the delivery of perishable non-canned fresh fruits and vegetables is little possible, and in some cases is not possible through the railway.

#### 4.6. Price and time of delivery of perishable goods by air and by sea

##### Delivery of perishable goods by air

For the transportation of easily perishable goods that do not require cooling at low temperatures (below 0 degrees), they do not require transportation in refrigerated containers. The aircraft room temperature is adjusted depending on the required temperature.

These goods can be transported to destination in 2 ways:

- Charter flight. In this case the goods reach the destination during some 2-3 hours. The average cost makes up 25 000 EUR for 20 tons to the destinations listed (1.25 EUR/kg). The advantage of this way is fast transportation.
- Scheduled flight. In this case the goods will reach the destination in 2-3 days, depending on the destination. The disadvantage – the export depends on the date and time scheduled.

If we compare the costs of both methods of transportation (scheduled and charter), charter flights are usually cheaper, in spite of the fact that the whole aircraft is ordered and the costs should be higher. The reason is that the lines are unique and belong to a company. Thus, ordering an aircraft to transport a consignment of 20 tons to the destinations specified costs 25,000 EUR

In case of scheduled flights the rates are higher because the flights are combined between two airlines. For example, below are given the prices for some destinations for the freight required:

##### **"Czech Airlines" (scheduled flights).**

Flight from Chisinau (KIV) - 2 times per week (Monday and Thursday). Flights are performed through the transit point of Prague Airport, where goods are unloaded and loaded in another aircraft.

KIV – SVX (Ekaterinburg) - 2.90 EUR/kg



KIV – OVB (Nobosibirsk) – 3.0EUR/kg

KIV – KJA (Krasnojarsk) – 2.90EUR/kg

KIV – VVO (Vladivostok) – 9.00EUR/kg

KIV - OMS (Omsk) – no scheduled flights available, only charter ones.

KIV - SGC (Surgut) - no scheduled flights available, only charter ones.

KIV – HTA (Chita) - no scheduled flights available, only charter ones.

Czech Airlines currently performs its flights from KIV with ATR72 type aircraft with a capacity of 7,000 kg.

If a greater weight (20T) is demanded, they can change the aircraft with a larger capacity.

#### **"Turkish Airlines" (scheduled flights).**

Flights from Chisinau (KIV) daily (Monday - Sunday).

Flights are made through Istanbul Airport as a transit point where goods are unloaded and loaded into another aircraft.

KIV – SVX (Ekaterinburg) - 1.55 EUR/kg

KIV – OVB (Nobosibirsk) – negotiable order

KIV – KJA (Krasnojarsk) – no scheduled flights available, only charter ones.

KIV – VVO KIV – VVO (Vladivostok) - no scheduled flights available, only charter ones.

KIV - OMS (Omsk) – no scheduled flights available, only charter ones.

KIV - SGC (Surgut) - no scheduled flights available, only charter ones.

KIV – HTA (Chita) - no scheduled flights available, only charter ones.

Turkish Airlines currently performs its flights from KIV with Boeing 737 aircraft and Airbus A319 that has a capacity of 3,000/1,000kg.

If a greater weight (20T) is demanded, they can change the aircraft with a larger capacity.

**The procedure of transportation** consists in transporting goods from the distributor to the Airport in refrigerator cars. In Airport goods are directly unloaded to the aircraft. The aircraft bring cargo to the destination (destination Airport) where it is unloaded in trucks with refrigerator which in turn transports it to the storage (fridges) of the recipient.

#### **Delivery of perishable goods by sea**

The perishable fruits and vegetables export by sea is not practiced in the Republic of Moldova, the main reason being the long time of shipment. The transportation of a container to Vladivostok takes about 35-40 days plus 5-7 days for customs clearance and loading and unloading, that is a total of 40-47 days. Thus, the risks of damage to products on road are very high and no shipping line does not assume them.

There are only 2 lines (MAERSK and CMA CGM) providing containers-refrigerators to Moldovan businesses, but only for sea transportation of products, such as: meat, canned food, wine, etc. All these lines have signed contracts with large traders of exotic fruits and offer containers-refrigerators for perishable exotic fruits (e.g. bananas) imports to Moldova, but the transportation contract provides for that they are not liable for damaged goods. The rates for transportation of containers with perishable fruits and vegetables to such destinations as Vladivostok (Russia) and Haifa (Israel) are given in Appendix 11 (Commercial Offer).

## 5. BARRIERS TO THE DEVELOPMENT OF TRANSPORT BUSINESS

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During the interviews conducted with the owners of transport companies they noted some problems impeding the development of export of fresh fruits and vegetables from the Republic of Moldova.

1. All interviewees mentioned as the main problem in this area the too much time spent for customs formalities in the initial-final destinations, as well as intermediate border and customs points. In the total length of time of delivery, this time makes up over 50% of the time.
2. The greatest loss of time is observed when crossing the Ukrainian-Russian border at the checkpoints Senkovka - Novye Yurkovichi only through which imports to Russia are made. Here also most likely long lines occur, especially during the peak period of demand for the transport of perishable goods.
3. Also, all the owners of the rolling stock observed as a significant negative factor the informal payments, which they are forced to make to officials, mostly in border crossings.
4. Certain carriers indicated the poor quality of roads, especially near the border and customs crossing Senkovka - Novye Yurkovichi.
5. Some transport companies noted an insufficient number of Ukrainian transit permits without paying duties. Permits for the transport of perishable goods without payment of duties absolutely lack.
6. As one of the barriers to transportation of agricultural products, it was noted the absence on the market of forwarding services of a large forwarding agency specialized in the organization of delivery of such products.

## APPENDIX

### Appendix 1. Types of trucks used to transport fresh products

#### Refrigerator truck



| Cargo body type     | <b>Euro refrigerator truck</b> |
|---------------------|--------------------------------|
| Capacity            | 33 euro pallets                |
| Load capacity       | <b>20-25 tones</b>             |
| Length, m           | 12-13,6                        |
| Width, m            | 2,3-2,45                       |
| Height, m           | 2,25-2,5                       |
| Cubature            | 82-86                          |
| Cargo body material | metal, insulant, plastic       |
| Possible loading    | Back doors                     |



| Cargo body type     | <b>Refrigerator truck</b> |
|---------------------|---------------------------|
| Capacity            | 10-16 euro pallets        |
| Load capacity       | <b>7-10 tones</b>         |
| Length, m           | 5,8-9                     |
| Width, m            | 2,35-2,45                 |
| Height, m           | 2,2-2,35                  |
| Cubature            | 32-50                     |
| Cargo body material | metal, insulant, plastic  |
| Possible loading    | Back doors                |

#### Isothermal Body



| Cargo body type     | <b>Isothermal euro body</b> |
|---------------------|-----------------------------|
| Capacity            | 30-33 euro pallets          |
| Load capacity       | <b>20-25 tones</b>          |
| Length, m           | 12-13,6                     |
| Width, m            | 2,3-2,45                    |
| Height, m           | 2,25-2,5                    |
| Cubature            | 82-86                       |
| Cargo body material | metal, insulant, plastic    |
| Possible loading    | Back doors                  |



|                          |                        |
|--------------------------|------------------------|
| Cargo body type          | <b>Isothermal body</b> |
| Capacity                 | 10-16 euro pallets     |
| Load capacity            | <b>7-15 tones</b>      |
| Length, m                | 5,8-9                  |
| Width, m                 | 2,35-2,45              |
| Height, m                | 2,2-2,35               |
| Cubature                 | 32-50                  |
| Cargo body material      | metal, plastic         |
| Possible ways of loading | Back doors             |

### Truck canopy body



|                          |  |
|--------------------------|--|
| Cargo body type          | <b>40 foot long shipping container</b> |
| Capacity                 | 22 euro pallets                        |
| Load capacity            | <b>20-25 tones</b>                     |
| Length, m                | 12                                     |
| Width, m                 | 2,35                                   |
| Height, m                | 2,35                                   |
| Cubature                 | 68                                     |
| Cargo body material      | metal                                  |
| Possible ways of loading | Back doors                             |



|                          |                                 |
|--------------------------|---------------------------------|
| Cargo body type          | <b>Curtain-sided road train</b> |
| Capacity                 | 100 - 120 cubic meters          |
| Load capacity            | <b>15-20 tones</b>              |
| Length, m                | 14-16                           |
| Width, m                 | 2,4-2,45                        |
| Height, m                | 2,35-2,5                        |
| Cubature                 | 100-120                         |
| Cargo body material      | Canvas stretched on stanchions  |
| Possible ways of loading | tailgate, body side, upper side |



|                          |                                 |
|--------------------------|---------------------------------|
| Cargo body type          | <b>Euro canopy</b>              |
| Capacity                 | 33 euro pallets                 |
| Load capacity            | <b>20-25 tones</b>              |
| Length, m                | 12-13,6                         |
| Width, m                 | 2,3-2,45                        |
| Height, m                | 2,25-2,5                        |
| Cubature                 | 82-90                           |
| Cargo body material      | Canvas stretched on stanchions  |
| Possible ways of loading | tailgate, body side, upper side |



|                          |  |
|--------------------------|--|
| Cargo body type          | <b>Canopy</b>  |
| Capacity                 | 10-16 euro pallets   |
| Load capacity            | <b>7-15 tones</b>  |
| Length, m                | 5,8-9  |
| Width, m                 | 2,35-2,45  |
| Height, m                | 2,2-2,35   |
| Cubature                 | 32-50  |
| Cargo body material      | Metal, 40 cm high lorry side, Canvas on the top, stretched on stanchions |
| Possible ways of loading | tailgate, body side, upper side  |



|                          |                    |
|--------------------------|--------------------|
| Cargo body type          | <b>Metal van</b>   |
| Capacity                 | 10-16 euro pallets |
| Load capacity            | <b>7-15 tones</b>  |
| Length, m                | 5,8-9              |
| Width, m                 | 2,35-2,45          |
| Height, m                | 2,2-2,35           |
| Cubature                 | 32-50              |
| Cargo body material      | Metal              |
| Possible ways of loading | Back doors         |

Source: <http://baltrail.ru/type-auto.html>

## Appendix 2. List of transport companies of the Republic of Moldova that have refrigerated rolling stock and able of international transport of goods

| Name of the company               | Amount | Managing Director         | Telephone                           | Managing director's Mobile Phone |
|-----------------------------------|--------|---------------------------|-------------------------------------|----------------------------------|
| JSCRRALI-TRANS LLC                | 38     | RAETCHI MIRCEA            | 584228; 584229                      | 069150980                        |
| SOLOCRIȘTI TRANS LLC TC           | 38     | REVENCO SORINA            | 279918,838639,838640                | 069490004                        |
| TINTORETO-TRANS LLC               | 31     | PROFIR CONSTANTIN GAVRIL  | 555083; 558780                      | 069126680                        |
| ALENO-MET LLC                     | 30     | EJSCNU ANGELA SERGHEI     | 524015, 529764                      | 069526071                        |
| BINIVIRTRANS LLC                  | 23     | BIVOL IURIE               | 503470, 503468                      | 069175525                        |
| VRABSP V.V. SP                    | 23     | VRABSP VICTOR VASILIEVICI | 024625686; 024621570                | 069105093                        |
| ALVICTRANS EXIM LLC               | 21     | CEBOTARI VERA             | 503830                              | 069900040                        |
| TRANS-ARCTIC GRUP LLC             | 21     | VERDES SERGHEI            | 553053,523848                       | 069165553,068555515              |
| FORUM-TIR LLC                     | 19     | STEREA VALERIU            | 220098                              | 069152007                        |
| STIRBU AUTO LLC                   | 19     | STIRBU ION                | 637599; 921252                      | 069156606                        |
| ROCON-TRANS LLC                   | 18     | ROBU CONSTANTIN SEMION    | 022380921                           | 069105291                        |
| SIMOR - TRANS LLC                 | 18     | POSTOLACHI ALEXANDRU      | 523818                              | 069128011                        |
| TRANS ACTIV LLC                   | 18     | CHIRTOACA IURIE           | 249035-LILIA                        | 069133464                        |
| CARGO TRAFIC LLC                  | 17     | MELNIC ION EFTIMIE        | 521037; 503960; 503967              | 069174284                        |
| INTERSORTTRANS LLC                | 15     | BIRCA OLEG                | 023093207                           | 069005500                        |
| ADITRANS GRUP LLC                 | 14     | DRAGOI VALERIU            | 921605; 921606                      | 069127147                        |
| AUTO TRANS UNIVERS LLC            | 14     | TODIRATCU ANDREI          | 557078                              | 079129604,<br>060270505          |
| DIGTRANS LLC                      | 14     | GHEORGHIEV ION            | 593275                              | 069141990                        |
| ILANDRO-TRANS LLC                 | 14     | ANDRONIC ILIE             | 414885                              | 069125621                        |
| LOGOTRANS MG LLC                  | 14     | GONTA MIHAIL              | 421477                              | 069515544                        |
| MIGALAUTO LLC                     | 14     | GUTU MIHAIL               | 023172035, 023120499,               | 069322203                        |
| PRAIM-SI LLC                      | 14     | VASILIEV ILIA             | 037353366018                        | 069069753,<br>37377788522        |
| SV-AUTOTRANS LLC                  | 14     | TCRIPNIC SNEJANA          | 069558870                           | 069558870                        |
| VICMORTTRANS-PRIM LLC             | 14     | MORAR VICTOR              | 028488796                           | 069889700                        |
| CONTROL-TRANS LLC                 | 13     | GRADINARI ION             | 639911-home phone number,<br>461100 | 069147240                        |
| LE BRIDGE CORPORATION LIMITED LLC | 13     | ARIF FRANCK CHARLES       | 22478279                            | 069006416                        |
| LOREDANTRANS LLC                  | 13     | EJSCNU FIODOR             | 527154,527830                       | 069125151                        |
| ROTAUTO-TRANS LLC TC              | 13     | ROTARI ALEXEI             | 022764517                           | 069170828                        |
| TRANSEMA-GRUP LLC                 | 13     | MAHU VASILE               | 632171                              | 068774444                        |
| AUTOSEVTRANS LLC                  | 12     | SEVERIN VASILE            | 023727767                           | 069148950                        |
| FRIGOTRANSPORT LLC                | 12     | GORBULI VADIM             | 026253750                           | 079016588                        |
| MOBIRAI LLC                       | 12     | RAICU STEFAN CONSTANTIN   | 023032422                           | 079537155                        |
| AUTONORD-FRUCT LLC                | 10     | BURLACA RUSLAN            | 024764599                           | 069103969                        |
| EDTRANS-GRUP LLC                  | 10     | BORODATSP OLEG            | 069202684                           | 069202684                        |
| GAMATRANSPRIM LLC                 | 10     | ANDRUH CONSTANTIN         | 023166183                           | 069641212                        |
| IGP-TRANS LLC                     | 10     | DRUGALIOV DUMITRU         | 229181; 229182                      | 069312559                        |
| LERANGO TRANS LLC                 | 10     | COJOCARU GHEORGHE         | 625998                              | 079061464                        |
| VIOVIG TRANS LLC                  | 10     | BOTNARI VASILE            | 547109                              | 069480048                        |



## Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| Name of the company   | Amount | Managing Director        | Telephone                   | Managing derector's Mobile Phone |
|-----------------------|--------|--------------------------|-----------------------------|----------------------------------|
| A.DODON LLC TC        | 9      | DODON ANATOLIE           | 023727400                   | 069149780                        |
| AUTOGRUP GLOBAL LLC   | 9      | MELNIC OLEG IVAN         | 521037, 503960              | 079506095                        |
| CALIVAD-TRANS LLC     | 9      | LIVADARU ELENA VLADIMIR  | 459282; 468729; 436079      | 069105304                        |
| CLAIGIS-TRANS LLC     | 9      | CLAICHNET ION            | 023143421                   | 069121429                        |
| CRITCARGO LLC         | 9      | CERNAVCA SERGIU          | 022449722                   | 069124497                        |
| DAGOTA TRANS LLC      | 9      | BĂBĂLĂU ALEXANDRU        | 593375                      | 079429182                        |
| IU TRANS GRUP LLC     | 9      | FLOREA IULIANA           | 924363,421230               | 069022333                        |
| TRANSNOLA TUR LLC     | 9      | IOVU LIDIA               | 023727666                   | 069152214                        |
| ALEX NORD TRANS LLC   | 8      | CIURUPITA ALEXANDR       | 569069                      | 069436333                        |
| BONGRUP-GRAND LLC     | 8      | CALDARE VALERIU          | 022632807                   | 069288321                        |
| CODAT-LUX LLC         | 8      | SOILITA TIMOFEI          | 593582                      | 09529302; 069326851              |
| CRIVAUTOLUX LLC       | 8      | CRIVOI IVAN              | 023127226                   | 069281794                        |
| EUROTOP-PLUS LLC      | 8      | ZMUNCILA VASILE          | 716574, 293329              | 069120668                        |
| K.R.A. TRANS LLC      | 8      | COTOROBAI RUSLAN         | 282154                      | 079709909                        |
| OLSITRANS LLC         | 8      | VINTU SILVIA GRIGORE     | 022339888                   | 079531390                        |
| ROTSE-TRANS LLC TC    | 8      | ROTARU SERGIU            | 022930401, 402              | 069117307                        |
| TMT-CARGO LLC         | 8      | COZMA SERGHEI            | 296731                      | 069167748                        |
| CABIDOLIA-TRANS LLC   | 7      | MITU ION                 | 023128559                   | 068166266                        |
| FANION-COMPANIE LLC   | 7      | SMIRNOV EVGHENSP         | 530417                      | 069122081                        |
| INSIGMA-LUX LLC       | 7      | GADARENCO NATALIA        | 221333                      | 079990982                        |
| MEJAUTOTRANS LLC      | 7      | PARNITCHSP VADIM EUGENIU | 380655                      | 069137693                        |
| OC-VIAD-TRANS LLC     | 7      | RIHLEA ALEXANDRU         | 024628630                   | 060077007                        |
| RaiTrans LLC          | 7      | BANARI VLADIMIR GORGSP   | 459841                      | 069323832                        |
| RIBES - TRANS LLC     | 7      | JOJSCN ION               | 022281820                   | 069106953                        |
| TIGANAS-TRANS LLC     | 7      | TIGANAS NATALIA          | 815878                      | 068015158                        |
| TRANSLIDER-LI LLC     | 7      | ALACEV LIUDMILA          | 211031; 220291; 225728      | 069000300                        |
| TRANSSPEED LLC        | 7      | TODIRASHKU VLADIMIR      | 737396                      | 0                                |
| ADG AUTO TRANS LLC    | 6      | APOSTOL DUMITRU          | 590252                      | 069251590                        |
| ALEXIOS-TRANS LLC     | 6      | KAMENIDIS DIMITRIOS      | 023194171                   | 069845000                        |
| BOTNARI TRANS A.S LLC | 6      | BOTNARI ALEXANDRU        | 023147901; 023147951        | 069103109                        |
| DONICI-TRANS LLC      | 6      | CARUNTU MIHAI            | 741208, 741227              | 079461206                        |
| EURO MOTOR TRANS LLC  | 6      | MARDARI VALERIU          | 293971                      | 069209742                        |
| HATSEPSUT LLC         | 6      | RIBACICO ANATOLIE PAVEL  | 52590424268; 424269; 424058 | 079422242                        |
| IACCORJGAZ LLC        | 6      | IACUBOI VASILE           | 024757383                   | 069201789                        |
| IALCITCOM LLC         | 6      | BIVOL ION STEFAN         | 026822168; 022380520        | 069182046                        |
| MOBOLUX-TRANS LLC     | 6      | PARNITCHSP VADIM         | 380655,                     | 069137693                        |
| NICANOR-ZAPLITNSP SP  | 6      | ZAPLITNSP NICANOR FEODOR | 023126880; 023160270        | 079523424                        |
| NISVINEX GRUP LLC TP  | 6      | CIBOTARU DORIN           | 639967                      | 069977770                        |
| SLAVAUTOTRANS LLC     | 6      | SOIMU SERGIU             | 422310,411216               | 069147589                        |
| TRANS AGER LLC        | 6      | BULAT ANATOLIE           | 475242; 475287              | 079408807                        |
| VAJSCND-TRANS LLC     | 6      | DOAGA LILIA              | 537975, 639599              | 069164593                        |
| ACTINIUM LLC          | 5      | MELNICIUC A.             | 023131067                   | 069012019                        |
| ANITRANS-M LLC        | 5      | TCLIFOS ACSENIA          | 444399                      | 069551717                        |

## Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| Name of the company                   | Amount | Managing Director       | Telephone                      | Managing derector's Mobile Phone |
|---------------------------------------|--------|-------------------------|--------------------------------|----------------------------------|
| AUTOTRANS-LOGISTIC LLC                | 5      | CONOP IGOR              | 022434299                      | 069109337                        |
| BIANCOM LLC                           | 5      | TCHIRCA DIMA            | 288001                         | 069180080                        |
| BUSUIOC TRANS LLC                     | 5      | BUSUIOC VASILE          | 892047                         | 069121503                        |
| CARGOTIR-M.D. LLC                     | 5      | JUFLEAC VITALIE         | 023193864; 023193185           | 079432044                        |
| DALTRANS-E LLC                        | 5      | UDUDOVICI CHIRIL        | 022531560                      | 079999900                        |
| GELO-TRANS LLC                        | 5      | GRIGOR OLEG             | 023147543                      | 068569111                        |
| IMPORTEX-TRANS LLC                    | 5      | TCUTARI VASILE          | 24626264                       | 069989933                        |
| PREMIERTRANS LLC                      | 5      | CERNIS VALERIU IURIE    | 023142268; 023142986           | 069109362                        |
| RINOXI- TRANS LLC                     | 5      | ROBUL VITALIE           | 55745775                       | 069311121                        |
| ROMIG-RAPID LLC                       | 5      | ROTARU MIHAI            | 927403                         | 060431000                        |
| TRANS-DIREX LLC                       | 5      | PRICOP IGOR             | 022421440                      | 069001615                        |
| TRANSENERGOPROIECT JSC                | 5      | DIDENCO VITALSP VITALSP | 441171; 443566                 | 079441171                        |
| TRANSFRIGO LLC                        | 5      | CRETU VASILE PAVEL      | 460146; 467426; 460306         | 068040444                        |
| TR-AUTO LLC                           | 5      | LINDEMAN ALEXANDR       | 353145,353116,353806           | 069002520                        |
| UNIC-SERVICE LLC                      | 5      | FRUNZE GHEORGHE         | 451285                         | 069104602                        |
| VALVITRANS-EXPEDITIE LLC              | 5      | BELOUS VALENTIN         | 212143                         | 069323089                        |
| AGROROSI-SV LLC TC                    | 4      | ROTCA SOFIA             | 024664305                      | 069000444                        |
| ANAGRIGO LLC TC                       | 4      | GRIGORITA LAVRENTIE     | 026851404                      | 069778568                        |
| ANFERO-SERVICE LLC                    | 4      | HAMIC SERGHEI           | 475384                         | 079898888                        |
| CARGO LUX SERVICE LLC                 | 4      | DONICA VICTOR           | 208321, 208333, 208334         | 079787678                        |
| DELACOS GRUP LLC TC                   | 4      | MEREACRE ION            | 026853517                      | 069008472                        |
| DELTRANS GRUP LLC                     | 4      | GRIBINCEA NICOLAE       | 522703; 503924; 503925; 503926 | 069142133                        |
| ECATCOM-LUX LLC                       | 4      | VISOTKAIA ECATERINA     | 022429901                      | 079945120                        |
| EUGILION LLC                          | 4      | STIRBU VIORICA          | 022931261                      | 069156606                        |
| FINA LLC                              | 4      | COJOCARU CAROLINA       | 296553; 296558                 | 079403509                        |
| FORTENES LLC                          | 4      | BABIN ANATOLIE          | 714793                         | 068040080                        |
| MS-ILPEX LLC                          | 4      | SLOBOZIANU ILIA         | 312119,312127                  | 069189295                        |
| NICOLTRANS LLC                        | 4      | CRACIUN NICOLAE         | 224717                         | 069106343                        |
| OLYMPIADA INTERNATIONAL TRANSPORT LLC | 4      | CALUGAREANU DUMITRU     | 241025                         | 069791787                        |
| OMNITRANS LLC                         | 4      | PUGA DIANA              | 023194070, 069872146           | 069134849                        |
| RG-CARGO LLC                          | 4      | DUVENJI MIHAIL          | 310765                         | 069105314                        |
| ROMNAVA LLC                           | 4      | IANAC INNA              | 0 246 74264                    | 069143194                        |
| STICI LLC TC                          | 4      | STICI NICOLAE           | 026826585                      | 069164263                        |
| TRANSNORD-GRUP LLC                    | 4      | FURCULITA CONSTANTIN    | 876567                         | 069144979                        |
| TRANS-STEPAN LLC                      | 4      | STEPAN DOINA            | 545185                         | 078011177                        |
| TRUCK LLC                             | 4      | AGAPI GHEORGHE NICOLAI  | 249035-LILIA                   | 069112240                        |
| VLATON-TRANS LLC                      | 4      | SIMON ION               | 422-571                        | 069134193                        |
| AGLE-PRIM LLC TC                      | 3      | BIVOL ANATOLIE          | 026853825                      | 069180518                        |
| ANCORTRANS-GRUP LLC                   | 3      | SOCOLOV VEACESLAV       | 554251, 552325                 | 069142377                        |
| ATAMEL LLC                            | 3      | TOMA IULIAN             | 023161519                      | 069113175                        |
| AUTOTRANS PRIM LLC                    | 3      | AUZEAC IGOR             | 024729060                      | 069005008                        |

## Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| Name of the company  | Amount | Managing Director       | Telephone                       | Managing director's Mobile Phone |
|----------------------|--------|-------------------------|---------------------------------|----------------------------------|
| AVIS-MMS LLC         | 3      | UJSCTSP MIHAIL NICOLAI  | 026922449                       | 069121448                        |
| CENTAUR LLC          | 3      | LIUBCENCO VICTOR        | 023174948, 72650                | 069128548                        |
| DANERCOM LLC S.C.    | 3      | CARADJOV LILIA          | 288312                          | 068344460                        |
| DINO LLC             | 3      | ROTARU SERGIU           | 552650; 539457                  | 069175180                        |
| EXIM-TRANS LLC       | 3      | RACOVITA SERGIU NICOLAE | 223302; 213203; 223293          | 069104713                        |
| FAICON-TRANS LLC     | 3      | BOTCANEANU SERGIU       | 022746627                       | 060099400                        |
| IDV-GRUP LLC TC      | 3      | BUTUCEL MARIA IVAN      | 022521221                       | 068319214                        |
| IULITRANS-MV LLC TC  | 3      | MARANDICI CONSTANTIN    | 026851883                       | 068651883                        |
| LISTRANS&CO LLC      | 3      | LISICICHIN ALEXANDR     | 280786                          | 069284265                        |
| MADLIN-TRANS LLC     | 3      | POPA IURIE              | 319345                          | 079332640                        |
| MEGANICOTRANS LLC    | 3      | ILIEV LILIA             | 026522751                       | 069119888                        |
| MG-CONEXIM LLC TC    | 3      | DIMA MIHAIL             | 294204                          | 069107252                        |
| NORMATRANS LLC       | 3      | BANZARI VICTOR          | 815894                          | 069966636                        |
| OLDANA-MOB LLC TC    | 3      | IALOVCIUC OLEG PETRU    | 022474072                       | 069128564                        |
| REFINER-COM LLC      | 3      | DROPCA ANATOLSP         | 714210                          | 060233290                        |
| ROMALIV-COM LLC      | 3      | ONOFREI MARIAN          | 527217, 421293                  | 069250274                        |
| RUZA-TRANS LLC       | 3      | ZOP SERGHEI             | 055258245                       | 069361285                        |
| SERPEN-TRANS LLC     | 3      | NEGUTA VASILE           | 026572195                       | 069116770                        |
| SERSOROL LLC         | 3      | AGA OLEG                | 022725433; 022725352 022725469; | 069135809                        |
| SIGMATUR-COM LLC     | 3      | BULGAC OLEG             | 523668,523678,636431            | 079410494                        |
| SLAVANDRA LLC        | 3      | GUNDIUC VEACESLAV       | 286429; 271571,632885           | 068369999                        |
| SVITAN-TRANS-COM LLC | 3      | GANCIUC ALEXANDRU       | 022428449                       | 069126232                        |
| TOTAL TRANSPORT LLC  | 3      | MUSTEATA VADIM          | 212218                          | 069148003                        |
| TRANS GRILIA LLC     | 3      | BRINZA GRIGORE          | 313979                          | 069016980                        |
| TRANSICOM LLC        | 3      | MULEAR IURIE EFIM       | 733809                          | 069105383                        |
| TRANSIMEX LLC        | 3      | TULBU VALERIU DUMITRU   | 521073                          | 069128029                        |
| TRANSREX LLC         | 3      | ROZDOVAN LILIA          | 022927216                       | 068050707                        |
| VEROFEX-PRIM LLC     | 3      | KOJSCTSP ULIAN          | 553097-?                        | 0                                |
| ZIMBRU NORD JSC      | 3      | COJOCARI MIHAIL         | 023132390,35002,31278,37882     | 069156463                        |
| ALTRANS-BIS LLC      | 2      | DIACOV SERGIU GHEORGHE  | 549594                          | 079118872                        |
| ATELOCIN LLC         | 2      | STAVILA FIODOR          | 023522967                       | 069104048                        |
| BAVATCO - C LLC      | 2      | BACAL VASILE IACOB      | 421900                          | 069388818                        |
| BEALI LLC            | 2      | CRIVCEANTCI VICTOR IVAN | 929744                          | 079421444                        |
| BORTRANS GRUP LLC    | 2      | DRACIUC BORIS           | 022632525                       | 069175647                        |
| CERNIS A SP          | 2      | CERNIS ALEXANDRU        | 023177273                       | 069123560                        |
| CRIN-LEVADIST LLC    | 2      | ISTRATI VALERIU         | 023134462                       | 069176404                        |
| DIMOTRANS LLC        | 2      | DIMO IRINA IVAN         | 294204                          | 069186437                        |
| DOSICAN-TIR LLC      | 2      | CAZAC DUMITRU           | 523289                          | 060504480                        |
| FAMBUR-PRIM LLC      | 2      | BERZAN GHEORGHE         | 476251                          | 069044521                        |
| FANI LLC FPC         | 2      | BITLAN STEPAN           | 024834383                       | 0694142258                       |
| GEOPALAR-GRUP LLC    | 2      | GURTCHSP STANISLAV      | 023167463, 42985, 42271         | 069103323                        |
| GRIVIZ LLC           | 2      | VIZNIUC GALINA          | 593508; 927250                  | 069181576                        |
| IART INVEST LLC      | 2      | VINTU SILVIA            | 339888                          | 079531390                        |

## Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| Name of the company              | Amount | Managing Director            | Telephone                               | Managing derector's Mobile Phone |
|----------------------------------|--------|------------------------------|---|----------------------------------|
| IFATRANS LLC                     | 2      | GORBANI ALEXANDRU            | 564554                                  | 068191919                        |
| INTERARSI TRANS LLC              | 2      | ZABOLOTNSP VEACESLAV         | 927158                                  | 079407310                        |
| INTERCENTRU-LUX LLC              | 2      | SUSLOV ANDREI                | 470584                                  | 0                                |
| LORITRANS-GRUP LLC               | 2      | ECONOMIDE RUSLAN             | 208321,208333                           | 068664411                        |
| LUCVENTAS LLC                    | 2      | RAILEAN VALERIU              | 422288                                  | 069150215                        |
| MARIDAN-TRANS LLC                | 2      | TURCAN ANATOLIE<br>ALEXANDRU | 274828; 270794                          | 069106377                        |
| MERIDEN-IMPEX LLC                | 2      | STAVINTCHI LIUDMILA          | 440134                                  | 069132787                        |
| ORHEI-VIT JSC                    | 2      | EFIMOV BORIS                 | 023530030,30003,30002                   | 069136037                        |
| PALENS TRANS LLC                 | 2      | BEREGOI PETRU                | 357306                                  | 069109784                        |
| PEGAS-BIS LLC                    | 2      | GUBCEAC EVGHENI SEMION       | 212292; 503750                          | 069129816                        |
| RADMIL-TRANS LLC                 | 2      | MELNIC GHENADIE              | 023146625; 023193806                    | 069127318                        |
| RUBITRANS LLC                    | 2      | IACUBOI RUBIN                | 024757422                               | 069232350                        |
| JSCVENIS-TRANS LLC               | 2      | APOSTOLIUC VLADIMIR          | 027153227                               | 069111660                        |
| SELIDA-LUX LLC                   | 2      | BRAGHIS PAVEL                | 452310                                  | 069104375                        |
| STEPSOTRA LLC                    | 2      | AGHENSP VLADIMIR ILIE        | 211248; 332190                          | 069127212                        |
| SVETLANA MIHALACHI LLC           | 2      | MIHALACHI SVETLANA           | 023526930, 023594729                    | 079779781                        |
| TABOTRANS GRUP LLC               | 2      | TATARCIUC VASILE             | 664297                                  | 069707555                        |
| TAVOSTRANS LLC                   | 2      | JSCJIN SERGIU                | 637013                                  | 069128011                        |
| TERMOTRANJSCUTO JSC              | 2      | GURIANOVA NATALIA            | 228897                                  | 069195809                        |
| TGA-TRANS LLC                    | 2      | STAMBOL SERGHEI              | 421292; 410754; 411333                  | 069205555                        |
| TIJSC-SERVICE LLC                | 2      | COJOCARI CONSTANTIN          | 069109174                               | 069109174                        |
| TRAFIC-GMV LLC                   | 2      | STAFI PETRU ION              | 737317; 286114                          | 069121516                        |
| TRANSGAZ LLC FOC                 | 2      | VINAGA MIHAIL                | 573035, 573794, 506439                  | 069056923                        |
| TRANSGOT LLC                     | 2      | GOTIJSCN IVAN GHEORGHE       | 210224                                  | 069137313                        |
| VAN-VALINA-TRANS LLC             | 2      | GROSSU PAVEL ANDREI          | 740737-counting house 593375-dispatcher | 069111455                        |
| VELMANOR LLC TC                  | 2      | JELEVA LIUDMILA              | 434329                                  | 069102499                        |
| VETAVEX PRIM LLC                 | 2      | TATARU VEACESLAV             | 605787                                  | 069372227                        |
| VITES - TRANS LLC                | 2      | BARBANEAGRA OLEG             | 438659; 310104                          | 069353230                        |
| ADENOJSCR LLC                    | 1      | LUNGU MARIAN                 | 442270; 441128                          | 069174776                        |
| ALEX-TRANS-LOGIC LLC             | 1      | CERCHIS ALEXANDRU            | 022843034                               | 069109207                        |
| ALFA-NISTRU JSC                  | 1      | CEBAN ILARION DUMITRU        | 023023647; 023023485 023022072;         | 069105494                        |
| ALTER-TRANS LLC                  | 1      | STRATIENCO TATIANA PETRU     | 529160                                  | 079512734                        |
| ALVALGEN-TRANS LLC               | 1      | COLOMEET VALERIU             | 271524                                  | 069133384                        |
| ARCOMIS-TRANS LLC                | 1      | POPARCEA VALERIU             | 280906                                  | 069248085                        |
| ARTURTRANS LLC                   | 1      | SURUCEANU SERGIU             | 026833933                               | 069133111                        |
| AUTOTIDONIO LLC                  | 1      | MITEV VALENTIN               | 422564                                  | 079471227                        |
| AVICOLA JSC                      | 1      | SORBALO CONSTANTIN MIHAIL    | 349330                                  | 0                                |
| AVOLARIS TRANS LLC               | 1      | DAUD VITALIE                 | 533388                                  | 069420204                        |
| BAJSCRABIA-METAL LLC             | 1      | MAGDALIUC SERGHEI ALEXEI     | 531412; 555184                          | 069150505                        |
| BAZA DE TRANSPORT AUTO NR.20 JSC | 1      | LUTA VASILE                  | 026427048, 026427035                    | 069168794                        |
| BRAMIUS LLC                      | 1      | CIOCAN IGOR                  | 422224                                  | 069132880                        |



## Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| Name of the company             | Amount | Managing Director         | Telephone                      | Managing derector's Mobile Phone |
|---------------------------------|--------|---------------------------|--------------------------------|----------------------------------|
| BROVCENCO TRANS LLC             | 1      | BROVCENCO VASILE          | 037322454018                   | 069155170                        |
| BUTUC TRANS LLC                 | 1      | HANTIA VITALIE            |                                | 069801240                        |
| CARGOEXPRES-TIR LLC             | 1      | BOTNARU ANATOLIE          | 203638                         | 069208816                        |
| CARGRUP LLC                     | 1      | COZLOV SERGHEI            | 521037                         | 0                                |
| CATERPILAR LLC                  | 1      | GANDRABUR SERGIU GHENADSP | 925553                         | 069103569                        |
| CATICARO-TRANS LLC              | 1      | BORTA NICANOR             | 026824534                      | 068188500                        |
| CEDRA INTERNATIONAL GRUP LLC TC | 1      | HTEMA NELEA               | 503301, 503299                 | 079124664                        |
| CEZARION-TRANS LLC              | 1      | GARABAJIU IVAN            | 022816790                      | 069101746                        |
| CETRARI STANISLAV SP            | 1      | CETRARI STANISLAV         | 023125381, 24237               | 069352175                        |
| COLEX-TRANS LLC                 | 1      | SIRGHSP ALEXANDRU         | 212802                         | 069994545                        |
| DAROANATOLINA LLC               | 1      | TOMA RODICA               | 022533779                      | 060305160                        |
| DAVCOM MODA LLC                 | 1      | DAVID ELENA               | 475908                         | 079500223                        |
| DIAS-EXPEDIT LLC TC             | 1      | BARNOVAN ROMAN            | 022723636                      | 069112002                        |
| DOVIMAR-TRANS LLC               | 1      | BORDIANU RADU             | 026924259                      | 069200384                        |
| ELCARO-TRANS LLC                | 1      | OANTA TATIANA VASILE      | 926642; 729519                 | 079320219                        |
| EST-VEST LLC                    | 1      | PALAMARCIUC PETRU ION     | 023142985                      | 069109363                        |
| EURO-HELLAS LLC                 | 1      | KLAPJSCS ELEFTERIOS       | 578548                         | 0                                |
| EURO-SERVICE LLC                | 1      | BOGATSP SERGHEI           | 738463                         | 068919043                        |
| EUROTRANSPED LLC                | 1      | COVALITCHI MIHAIL NICOLAE | 278821; 278677; 503685; 503686 | 069909777                        |
| EVCIUC SP                       | 1      | EVCHUC LEONID             | 715867                         | 0                                |
| EXPTRANTCOM LLC                 | 1      | PAIUL ANATOLIE            | 022418006                      | 069107822                        |
| FELIANN LLC                     | 1      | SIRBU TUDOR STEFAN        | 025223751                      | 069150767                        |
| FET-AT LLC TC                   | 1      | TETEELEA ALEXANDR         | 291315                         | 069995295                        |
| GHICOR TRANS LLC                | 1      | GHILATCU VALERIANA        | 310968                         | 069042422                        |
| GLV-TRANS LLC                   | 1      | DANU ALINA                | 234985                         | 069049990                        |
| GRANDAUTOTRANS LLC              | 1      | COVALJIU FIODOR           | 496267                         | 069120248                        |
| IDENTCAR CR LLC                 | 1      | TORGOVTEVA EMILIA         | 207026,763795                  | 069206173                        |
| IURANEX-PRIM LLC TC             | 1      | IAROTCHI IURIE            | 636881                         | 079138759                        |
| LEGRION LLC                     | 1      | LEVINTA GRIGORE           | 069180575                      | 069180575                        |
| LKW- ALEKS SPEDITION LLC        | 1      | GALANCIUC ANDREI          | 838282; 838283; 838284; 838585 | 069150150                        |
| MAGAS-TRANS LLC                 | 1      | MAGDICI ALEXANDRU         | 542824                         | 068601165                        |
| MARILETA LLC                    | 1      | SIRCU MARIA               | 022637203                      | 069119960                        |
| MAVA-TRANS LLC                  | 1      | PRIJSCCARU EDUARD         | 422496                         | 069101610                        |
| MAVIROM TRANS LLC               | 1      | MARCU VICTOR              | 022317325                      | 069021079                        |
| MAXI PLAST LLC                  | 1      | CAFTANAT ALA              | 060076817                      | 069025651                        |
| MEGA EXPRES LLC                 | 1      | DRUTA MARIANA             | 288786                         | 069717109                        |
| MENICOR LLC                     | 1      | MALTEV SERGHEI            | 499833, 495557                 | 079437553                        |
| MEVITRANS-EXPEDITIE LLC         | 1      | COVALI ILIE ION           | 725418; 723769                 | 069121976                        |
| MGD-TRUCAGRO LLC TC             | 1      | MARDARI GHEORGHE          | 591251                         | 079691568                        |
| MINERVA LLC                     | 1      | GROSU NICOLAE SIMEON      | 229292                         | 06929888                         |
| MIORITA BISTRITCHSP             | 1      | BISTRITSKSP ANATOLSP      | 023124840                      | 0                                |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| Name of the company     | Amount      | Managing Director             | Telephone                     | Managing derector's Mobile Phone |
|-------------------------|-------------|-------------------------------|-------------------------------|----------------------------------|
| MOLDSIV IMPEX LLC       | 1           | BUSUIOC ILIE                  | 452304                        | 069104330                        |
| MV-OLIGNA LLC           | 1           | CERTOC IURIE                  | 213413                        | 079528419                        |
| NCM TRAX LLC            | 1           | CRESIUN VALERIU PETRU         | 055268803                     | 069117450                        |
| NICOLAE GROZA SP        | 1           | GROZA NICOLAE                 | 079480466; 023120388          | 069037137                        |
| NORDINVENT-GROUP LLC    | 1           | BURDIAN ALEXANDRU             | 023120499                     | 079064422                        |
| O.L.S.E. - T.T. LLC     | 1           | OPRA OLGA                     | 327028; 327316; 327317        | 079439748                        |
| OLAND LLC               | 1           | MANDRICENCO ANATOLSP ION      | 751589                        | 069104521                        |
| OMEGA-TIR-TRANSPORT LLC | 1           | GALUSHKIN SERGHEI             | 023335681                     | 0                                |
| PANIFIC JSC             | 1           | TATARU VASILSP                | 553741                        | 069106195                        |
| PARC-TEHSERVICE LLC TC  | 1           | PALICI SERGHEI IVAN           | 026260381                     | 069297430                        |
| PRESTIJ-V.G.LLC         | 1           | BABAC SERGHEI                 | 292529                        | 069105044                        |
| R.I.-CARGO-MD LLC       | 1           | IVANOVICI RUSLAN              | 023192814                     | 069174430                        |
| RADOTRANS LLC           | 1           | PRIPA RADU                    | 023120499                     | 069110709                        |
| RAPID LOGISTIC LLC TC   | 1           | PLAMADEALA MARIA              | 923050                        | 079288811                        |
| REFTRANS LLC            | 1           | AGAPI GHEORGHE                | 249035-LILIA                  | 069112240                        |
| ROMA LLC                | 1           | MATCOVTCHSP VALERSP<br>VASILE | 023129249,023129251,023129206 | 069112523                        |
| ROYAL-PROGRES LLC       | 1           | GUTU ION                      | 551500, 536944                | 069103922                        |
| SERVIS-LIBERA LLC       | 1           | PASLARI IVAN ANDREI           | 029425900; 029425680          | 069994099                        |
| SETAL LLC               | 1           | MAGDALIUC SERGHEI             | 531412                        | 069150505                        |
| SPERANTA-K LLC          | 1           | DURNETCU PETRU                | 440605                        | 069367446                        |
| STAR-FARM JSC           | 1           | EFREMOV VADIM                 | 779879                        | 0                                |
| SUCCEJ JSC              | 1           | STOLIAR PAVEL                 | 824321253                     | 0                                |
| TANTAS LLC              | 1           | ROTARU SERGIU SERGIU          | 022539457                     | 069175180,069135070              |
| TERMOTRANS-GRUP LLC     | 1           | MARDARI VALERIU               | 293971                        | 069209742                        |
| TRANS LOGISTIC NEO LLC  | 1           | CHIANU PAVEL                  | 638131                        | 069844554                        |
| TRANS-ACTIV LLC         | 1           | TIRNOVTCHSP RUSTAM            | 024742588                     | 069051654                        |
| TRANJSCDRIA GRUP LLC    | 1           | IJSCENCO A.                   | 927925                        | 069119554                        |
| TRANJSCF GRUP LLC       | 1           | FINCIUC ADRIAN                | 929668                        | 069144958                        |
| TRANJSCTECA LLC         | 1           | CIOBU EUGENIU                 | 291694                        | 068400007                        |
| TRANSROUTE-EUROPA LLC   | 1           | TIMPEU ANDREI VASILE          | 564611                        | 069325995                        |
| TVN-TRANS LLC           | 1           | TARASEVICI VCTOR              | 723641                        | 079855381                        |
| UNICTRANS EXPRES LLC    | 1           | BALAU LIDIA                   | 310577, 438660                | 079002501                        |
| VICTORAS LLC            | 1           | SURUCEANU VICTOR TUDOR        | 026833642; 026833626          | 069770007                        |
| VILDJSCT LLC            | 1           | BRINCA ERNEST                 | 471463, 474206--ERNEST        | 069126349                        |
| ZIMBRU JSC              | 1           | TCOBIOLA IURSP SIMEON         | 552362; 532610                | 069201593                        |
| МЕГАКТРОЙ LLC FOC       | 1           | VOLEANIC VLADIMIR             | 023192992                     | 079409982                        |
| <b>TOTAL</b>            | <b>1381</b> |                               |                               |                                  |

**Source: AITA**

### Appendix 3. List of local logistics companies

| Name of the Company                | Address                             | Telephone                    | Managing Director         | Web                   | E-mail                  |
|------------------------------------|-------------------------------------|------------------------------|---------------------------|-----------------------|-------------------------|
| <b>BALCANTIR LLC</b>               | Chisinau, 40 Eminescu Street        | 22 76 39; 21 22 18; 22 19 30 | Steria Valeriu Constantin | www.dbschenker.md     | balcantir@mtc.md        |
| <b>CALEA FERATA DIN MOLDOVA SE</b> | Chisinau, 48 Vlaicu Pircalab Street | 83 44 00                     |                           | www.railway.md        | cfm@railway.md          |
| <b>DANUBE LOGISTICS LLC</b>        | Chisinau, 2/2 Mihai Viteazul Street | 29 34 91; 29 36 11 89 59 02  | Aidov Alla                | www.gifp.md           | info@danlog.md          |
| <b>DHL WORLD EXPRESS LLC</b>       | Chisinau, 18/5 Cuza Boda Street     | 605 503; 22 80 53            | Arteomenko Nicolae Victor | www.dhl.md            | krivstn@dhl.com         |
| <b>GRADALOGISTIC JSC</b>           | Chisinau, 29 Muncesti Highway       | 20 73 33                     | Damaschin Veceslav        | www.gradalogistic.com | office@gradalogistic.md |
| <b>TRAME-TRANS LLC</b>             | Chisinau, 14 N. Dimo Street, of 11  | 310 577; 404 224; 404 184    | Bunduchi Aurel Tudor      | www.trame-trans.md    | trame.trans@gmail.com   |

Source: Database VARO Inform



## Appendix 4. List of local freight forwarders

| Name                | Address                                       | Telephone                      | Managing Director             | Web  | Mail   |
|---------------------|---|--------------------------------|-------------------------------|--|--|
| ADENOSAR LLC        | Chisinau, 25 Miron Costin Street, of. 201     | 44 22 70; 79 425250            | Lungu Marian Vasile           | <a href="http://www.adenosar.md">www.adenosar.md</a> | <a href="mailto:adenosar.md@mail.ru">adenosar.md@mail.ru</a>           |
| AGERGLOB LOGIST LLC | Chisinau, 129, 31 august 1989 Street, of. 708 | 23 43 01, 69 926376; 79584630  | Grubii Alexandru              |  | <a href="mailto:agergloblogist@gmail.com">agergloblogist@gmail.com</a> |
| ALDAPAS-TRANS LLC   | Chisinau, 3 Vlad Tepes Street, of. 06         | 73 52 90                       | Pasenko Vladimir              |  | <a href="mailto:aladana@mail.ru">aladana@mail.ru</a>                   |
| ALEX-TRANS-LOGIST   | Chisinau, 9 Mesterul Manole Street, of. 5     | 31 00 12; 67 133671            | Cerkis Alexandru              |  | <a href="mailto:alex.trans@mtc.md">alex.trans@mtc.md</a>               |
| ALGALIA LLC         | Chisinau, 17 Burebista Street                 | 63 99 65; 69 142 562           | Draganel Ilie                 |  | <a href="mailto:draganel_lili@mail.ru">draganel_lili@mail.ru</a>       |
| ALTIRCOM LLC        | Chisinau, 23/2 Decebal Avenue, of. 5          | 50 22 01; 50 22 02             | Grosu Elena                   |  | <a href="mailto:altircom@moldova.cc">altircom@moldova.cc</a>           |
| Avalgen Trans       | Chisinau, 4 Feredeului Street, of. 210        | 27 15 24; 69 133384            | Kolomet Valeriu               |  | <a href="mailto:alvalgen@rambler.ru">alvalgen@rambler.ru</a>           |
| ALVICRANS EXIM LLC  | Chisinau, 92 Sarmizegetusa Street, of 323     | 50 38 29; 69 90 00 40          | Cebotari Victoria             |  |  |
| ANALAD-COM LLC      | Chisinau, 128 Grenoble Street, of. 207        | 56 00 09; 28 56 06             | Bolokan Veceslav<br>Valentin  |  | <a href="mailto:analad@inbox.ru">analad@inbox.ru</a>                   |
| ANDREZIN-TRANS LLC  | Chisinau, 90A Calea Orheiului Street          | 92 35 40; 79 045 145           | Babaev Andrei Ilie            |  | <a href="mailto:andrcity@mail.ru">andrcity@mail.ru</a>                 |
| ANOVIX-GRUP LLC     | Chisinau, 44 Cuza Voda Street                 | 56 84 36                       | Osokin Alexei                 |  | <a href="mailto:anovix_gr@mail.ru">anovix_gr@mail.ru</a>               |
| APPIOTOURS LLC      | Chisinau, 94 Petricani Street, of 30,31       | 44 61 90; 69 110144            | Moskal Oleg Dumitru           |  | <a href="mailto:appiotours@yahoo.com">appiotours@yahoo.com</a>         |
| APTTRANSTIR LLC     | Chisinau, 3 Vlad Tepes Street                 | 73 92 66; 73 94 76             | Perjan Alexandru Vasile       |  | <a href="mailto:aptranstir@mail.ru">aptranstir@mail.ru</a>             |
| ARIDON LLC          | Chisinau, 5 Gheorghe Tudor Street             | 72 86 22; 93 00 23             | Butnaru Dumitru               | <a href="http://www.aridon.md">www.aridon.md</a>     | <a href="mailto:cargo@aridon.md">cargo@aridon.md</a>                   |
| ARTAL-TRANS         | Chisinau, 31 Dacia Av., of 23                 | 88 20 71; 6378 30; 69 25 28 75 | Sokolov Veceslav              |  | <a href="mailto:artaltrans@mail.ru">artaltrans@mail.ru</a>             |
| ARTEMISDAT LLC      | Chisinau, 3/5 Miorita Street                  | 20 85 51                       | Tanasescu Anatol              |  | <a href="mailto:artemisdat_LLC@yahoo.com">artemisdat_LLC@yahoo.com</a> |
| ARTGRICON LLC       | Chisinau, 92 Sarmizigetusa Street, of 205     | 81 50 38; 81 50 42             | Smoleanet Grigorie<br>Arteom  |  | <a href="mailto:artgricon@mail.ru">artgricon@mail.ru</a>               |
| ASPED-GRUP LLC      | Chisinau, 77 Petru Rares Street               | 22 26 06; 79 102437            | Kulikovskii Vasile<br>Nicolae |  | <a href="mailto:logicgrup@mdl.net">logicgrup@mdl.net</a>               |
| AUTOCOMTRANS JSC    | Chisinau, 58 Cucorilor Street                 | 46 42 62; 46 51 26             | Tisevskii Dumitru<br>Anatol   |  | <a href="mailto:autocomtrans@mail.md">autocomtrans@mail.md</a>         |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| Name   | Address   | Telephone                       | Managing Director           | Web  | Mail   |
|--|---|---------------------------------|-----------------------------|--|--|
| AUTOFRAHT TRANS LLC  | Chisinau, 97/1 Alba-Iulia Street, of. 4         | 60 52 42; 69 369117             | Maliujko Victor Vasile      |  | <a href="mailto:autofraht@gmail.com">autofraht@gmail.com</a>           |
| AUTOGARANT-TRANS LLC   | Chisinau, 8 Moldovei Street, of. 5              | 45 83 00; 79 420 678; 69 522257 | Demidedova Olga<br>Vladimir |  | <a href="mailto:autogarant-trans@mail.ru">autogarant-trans@mail.ru</a> |
| AV LOGIST TRANSPORT  | Chisinau, 92 Sarmizegetusa Street, of 213       | 503 1451 70 532657              | Grosu Mihail                | <a href="http://www.av-logist.md">www.av-logist.md</a>           | <a href="mailto:mihai_grosu@av-logist.md">mihai_grosu@av-logist.md</a> |
| AVANTARIS LOGISTIC LLC   | Chisinau, 21 Petricani Street, of. 211          | 29 48 30; 29 43 30              | Popov Veceslav Anton        |  |  |
| AV-EXPITRANS LLC   | Chisianu, 2/4 Varnita Street                    | 42 24 71; 69 111172; 69 912320  |                             |  | <a href="mailto:avexpitrans@gmail.com">avexpitrans@gmail.com</a>       |
| BAZA DE TRANSPORT<br>AUTO NR. 1,<br>INTREPRINDERE DE<br>ARENDA | Chisinau, 1 Balceni Highway                     | 74 96 31; 74 96 27              | Karaman Vasile Petru        |  |  |
| BEALI LLC  | Chisinau, 18 N. Testimiteanu Street             | 92 97 44                        | Krivceanski Victor Ion      |  | <a href="mailto:beali_trans@mail.ru">beali_trans@mail.ru</a>           |
| BERTONTRANS LLC  | Chisinau, Stauceni village, 1 Ciorescu Street   | 40 57 30; 40 57 20              | Bernavskii Grigorie         | <a href="http://www.bertontrans.com">www.bertontrans.com</a>     | <a href="mailto:bertontrans@yandex.ru">bertontrans@yandex.ru</a>       |
| BIANCOM LLC  | Chisinau, 3 Vlad Tepes Street                   | 28 80 01, 69 180 080            | Skirka Dumitru              |  | <a href="mailto:biancomLLC@gmail.com">biancomLLC@gmail.com</a>         |
| BIRLIC-95 LLC  | Chisinau, 43 Titulescu Street, of.50            | 53 22 70; 69 112324; 69 138557  | Kuruoglo Tudor Ion          |  | <a href="mailto:birlic95@yandex.ru">birlic95@yandex.ru</a>             |
| BORTRANS GRUP LLC  | Chisinau, 14/3 Gradina Botanica Street, of. 301 | 53 05 98; 63 25 25; 69 972 000  | Draciuk Boris               |  | <a href="mailto:bortrans@yandex.ru">bortrans@yandex.ru</a>             |
| BRUCVUD-PLUS LLC   | Chisinau, 63 Mihail Kogalniceanu Street, of. 6  | 22 49 23; 22 74 38              | Litvienko Pavel Ion         | <a href="http://www.brucvud.md">www.brucvud.md</a>               | <a href="mailto:office@brucvud.md">office@brucvud.md</a>               |
| C.E.A. TRANS LLC   | Chisinau, 8 Moscova Av., of. 23                 | 92 17 77; 79 343380             | Kirianov Eugeniu            |  | <a href="mailto:evghenii-trans@mail.ru">evghenii-trans@mail.ru</a>     |
| CALIVAD-TRANS LLC  | Chisinau, 201 Doina Street                      | 45 92 82; 43 60 79; 69 105 304  | Livadaru Elena              | <a href="http://www.calivad-trans.md">www.calivad-trans.md</a>   | <a href="mailto:calivad@mtc.md">calivad@mtc.md</a>                     |
| CAPITAL<br>INTERAUTOTRANS                                      | Chisinau, 8A Uzinelor Street                    | 41 11 00; 41 00 96              | Tiutiuniuk Alexandru        |  | <a href="mailto:ciatrans@mail.ru">ciatrans@mail.ru</a>                 |
| CARGO TRANFIC LLC  | Chisinau, 14/3 Gradina Botanica Street, of 300  | 50 39 60; 50 39 61              | Melnic Ion Efrim            |  | <a href="mailto:cargotrafic@inbox.ru">cargotrafic@inbox.ru</a>         |
| CARGO-PARTNER LLC  | Chisinau, 45 Bonulescu Bodoni Street, of 313    | 83 75 30; 83 67 36              | Degtiarenko Vasile          | <a href="http://www.cargo-partner.com">www.cargo-partner.com</a> | <a href="mailto:mdkiv@cargo-parnet.com">mdkiv@cargo-parnet.com</a>     |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| Name                                   | Address  | Telephone                       | Managing Director          | Web  | Mail   |
|--|--|---------------------------------|----------------------------|--|--|
| CAR-RIER 2000 LLC                      | Chisinau, 20 Valea Trandafirilor Street                  | 620 525; 620 506                | Tokari Anatol              |  | <a href="mailto:casper@company.md">casper@company.md</a>               |
| CERTITUDINE LLC                        | Chisinau, 92 Sarmizigetusa Street, of 208                | 503 222; 503 221; 79 511 907    | Cutitaru Igor              | <a href="http://www.transauto.md">www.transauto.md</a>             | <a href="mailto:certitudine@mail.ru">certitudine@mail.ru</a>           |
| CEZARION-TRANS LLC                     | Chisinau, 2 Negruzzi Av., of 401A, 510B                  | 272 389; 547 729                | Garabagiu Ion Tudor        |  | <a href="mailto:cezarion-trans@mail.ru">cezarion-trans@mail.ru</a>     |
| CHEACAR LLC                            | Chisinau, 117A V. Alecsandri Street                      | 22 03 84                        | Kiazev V. I.               |  | <a href="mailto:maktrans@araxinfo.com">maktrans@araxinfo.com</a>       |
| CLIVASIMA LLC                          | Chisinau, 22 Dacia Av., of. 73                           | 56 36 10                        | Kuliuk Vasiliu Semion      |  | <a href="mailto:clivasima@gmail.com">clivasima@gmail.com</a>           |
| COMBINATUL AUTO Nr. 4 din Chisinau JSC | Chisinau, 13 Padurii Street                              | 55 86 04; 68 079000             | Goretzii Vasile Petru      | <a href="http://www.combauto4.md">www.combauto4.md</a>             | <a href="mailto:combauto4@mail.md">combauto4@mail.md</a>               |
| COMBINATUL AUTO Nr. 5 JSC              | Chisinau, Pruncul Industrial Area, 19 Pietrariiei Street | 59 60 88                        | Bulat Nicolae Vasile       |  |  |
| COMBINATUL AUTO Nr. 7 Chisinau JSC     | Chisinau, 25 Otovasca Street                             | 47 17 97; 47 73 76              | Ialangi Constantin Dumitru |  |  |
| CONELECTRO-TRANS LLC                   | Chisinau, 118 Burebista Street                           | 86 06 01; 79 200042             | Avramov Oleg               |  | <a href="mailto:conelectro-trans@mail.ru">conelectro-trans@mail.ru</a> |
| CROCUS IU. C LLC                       | Chisinau, 1 Bucuriei Street                              | 75 67 43; 59 29 28              | Barbaros Vitalie           |  | <a href="mailto:crocusbar@rambler.ru">crocusbar@rambler.ru</a>         |
| CURS-MARKET LLC                        | Chisinau, 16 Maria Dragan Street , of. 29                | 29 57 07; 69 242 854            |                            | <a href="http://www.curs-market.key.md">www.curs-market.key.md</a> | <a href="mailto:cursmarket@gmail.com">cursmarket@gmail.com</a>         |
| DALTRANS E LLC                         | Chisinau, 19 Decebal Av., of 72                          | 531 568                         | Uduovici Chiril Dumitru    |  | <a href="mailto:daltrans_e@mail.ru">daltrans_e@mail.ru</a>             |
| DANATOL-TRANS LLC                      | Chisinau, 38/1 Ciuflea Street, of 2                      | 60 11 01; 22 15 75; 22 88 61    | Botnaru Stela Andrei       | <a href="http://www.danatol-trans.md">www.danatol-trans.md</a>     | <a href="mailto:info@danatol-trans.md">info@danatol-trans.md</a>       |
| DECATON-TRANS LLC                      | Chisinau, 11/2 Miron Costin                              | 815 723; 69 124089              | Vieru Sergiu               | <a href="http://www.decaton.md">www.decaton.md</a>                 | <a href="mailto:ingo@decator.md">ingo@decator.md</a>                   |
| DELAMODE MOLDOVA LLC                   | Chisinau, 6 Moscova Av., et. 3                           | 924 084; 927 493; 69 725 556    | Sirbu Boris                | <a href="http://www.delamode.md">www.delamode.md</a>               | <a href="mailto:boris.sirbu@delamode.md">boris.sirbu@delamode.md</a>   |
| DELTRANS GRUP LLC                      | Chisinau, 400/1A Muncesti Highway                        | 503 925; 522 703                | Gribcina Nicolae Vladimir  |  |  |
| DIAS-EXPEDIT LLC                       | Chisinau, 142 Hancesti Highway, of. 404                  | 723 636                         | Birnovan Roman Stefan      |  | <a href="mailto:dias@meganet.md">dias@meganet.md</a>                   |
| DIBSERTRANS LLC                        | Chisinau, 94 Petricani Street, of 27                     | 44 10 19                        | Berzan Sergiu              |  | <a href="mailto:dinsertrans@yahoo.com">dinsertrans@yahoo.com</a>       |
| DIGTRANS LLC                           | Chisinau, 12 A Bucuriei Street, of 119                   | 593 275; 69 107 3501 69 141 990 | Gheorghiev Ion Ion         |  | <a href="mailto:LLC.digtrans@yahoo.com">LLC.digtrans@yahoo.com</a>     |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

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| DIMOLGTRANS LLC            | Chisinau, 1 Vasile Alecsandri Street, of. 710                 | 22 23 62; 79 001110            | Craciun Dumitru              |  | <a href="mailto:dima_craciun@mail.ru">dima_craciun@mail.ru</a>           |
| DUBAS AKEXA LLC            | Chisinau, 182 Stefan cel Mare si Sfânt Av., 2nd floor, of 202 | 224 362                        | Alexa Ion                    |  | <a href="mailto:dinas-alexa@mail.ru">dinas-alexa@mail.ru</a>             |
| DONICI-TRANS LLC           | Chisinau, 109/3 Calea Orheiului Street, of 98                 | 467 620; 68 508555; 79 461206  | Caruntu Mihail Alxei         |  | <a href="mailto:donicitrans@bk.ru">donicitrans@bk.ru</a>                 |
| DROMICHITES LLC            | Chisinau, 42/2 Sf. Vineri Street                              |                                |                              |  | <a href="mailto:dromichites@mail.ru">dromichites@mail.ru</a>             |
| DUCHIS-TRNS LLC            | Chisinau, 14/10 Bacioii Noi Street                            | 402 303; 402 304; 524 009      | Lesenko Sergiu Mihail        | <a href="http://www.transport.md">www.transport.md</a>             | <a href="mailto:dt@transport.md">dt@transport.md</a>                     |
| DUMIPRIM-IMPEX LLC         | Chisinau, 90/2 Sarmizegetusa, 2nd floor, of 7                 | 507 129; 538 813               |                              |  | <a href="mailto:dumiprim-imp@mail.ru">dumiprim-imp@mail.ru</a>           |
| ELDOMAR LLC                | Chisinau, 7 Negruzzi Street, of 103                           | 57 86 221 69 812 505           | Gutu Gheorghe                | <a href="http://www.agemd.md">www.agemd.md</a>                     | <a href="mailto:agemd.vest@gmail.com">agemd.vest@gmail.com</a>           |
| ELIA LLC                   | Chisinau, 49/1 A. Puskin Street                               | 20 22 05; 20 22 06             |                              |  | <a href="mailto:elia.LLC@mail.ru">elia.LLC@mail.ru</a>                   |
| ERHTRANS LLC               | Chisinau, 9 Gradina Botanica Street                           | 92 71 31; 92 71 32; 69 309 060 | Erhan Leonid Mihail          |  | <a href="mailto:erhtrans@mail.ru">erhtrans@mail.ru</a>                   |
| EUROMOL TRANSLLOGISTIC LLC | Chisinau, 30/4 Independentei Street                           | 66 42 76; 56 70 07; 60 500 045 | Gheorghita Anastasia         | <a href="http://www.euromol.md">www.euromol.md</a>                 | <a href="mailto:translogistic@euromol.md">translogistic@euromol.md</a>   |
| EURORAIL COMPANY LLC       | Chisinau, 2 Vlaicu Parcalab Street, of. 7                     | 22 69 07                       | Karapaskal Mihail Constantin |  | <a href="mailto:comercial@eurorail.md">comercial@eurorail.md</a>         |
| EUROTIR-TRANS LLC          | Chisinau, 9 Mesterul Manole Street                            | 477 005; 69 136 792            | Varvarici Stefan             |  | <a href="mailto:eurotrans64@mail.ru">eurotrans64@mail.ru</a>             |
| EUROTOP-PLUS LLC           | Chisinau, 15 Prunului Street                                  | 593 393; 69 120 668            | Zmuncila Vasile              | <a href="http://www.euro-plus.point.md">www.euro-plus.point.md</a> | <a href="mailto:europplus@mail.ru">europplus@mail.ru</a>                 |
| EXIM-TRANS LLC             | Chisinau, 24 A Puskin Street, of 50, 51                       | 22 33 02; 21 32 03             | Racovita Sergiu Nicolae      |  | <a href="mailto:eximtrans@trade.md">eximtrans@trade.md</a>               |
| EXPEDIT-CONTAINER LLC      | Chisinau, 28 Independentei Street, of. 3                      | 566 696. 68 632 525            | Ciumac Galina Anatol         |  | <a href="mailto:cg_perevozki@mail.ru">cg_perevozki@mail.ru</a>           |
| EXPEDIT-EURO-TRANS LLC     | Chisinau, 77 Alba-Iulia Street                                | 581 312; 589 390               | Pogorila Svetlana Antonovna  | <a href="http://www.expedit.md">www.expedit.md</a>                 | <a href="mailto:tdo@expedit.md">tdo@expedit.md</a>                       |
| EXPRESCONTAINER LLC        | Chisinau, 22/8 Grigore Vieru Av.                              | 80 84 84. 60 070307            |                              |  | <a href="mailto:exprescontainer@gmail.com">exprescontainer@gmail.com</a> |
| FAMBUR-PRIM LLC            | Chisinau, 9 Mesterul Manole Street                            | 929 155                        | Burlea Petru Nechifor        |  | <a href="mailto:olga_ciorba@mail.ru">olga_ciorba@mail.ru</a>             |
| FARVEG-TRANS LLC           | Chisinau, 2 Negruzzi Av., of 416                              | 546 453; 273 154               | Iatko Lilea                  |  | <a href="mailto:farveg@server.md">farveg@server.md</a>                   |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

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| FILTRANSAUTO LLC           | Chisinau, 20/1 Varnita Street                           | 471 148; 69 156 414          | Clima Filip                  |  | <a href="mailto:filtransauto@mail.md">filtransauto@mail.md</a>       |
| FRIGOTRANS LLC             | Chisinau, 27 Andrei Doga Street                         | 44 97 22; 44 02 75           | Cernavca Sergiu              |  | <a href="mailto:frigotrans@gmail.com">frigotrans@gmail.com</a>       |
| FURGON LLC                 | Chisianu, 1/3 Mesager Street                            | 592 361; 69 325 062          | Sclifos Constantin Vasile    |  | <a href="mailto:furgon1@mail.ru">furgon1@mail.ru</a>                 |
| G & V TRANS GRUP LLC       | Chisinau, 31 Socoleni Street                            | 921 746; 69 426062           | Popa Gheorhe Mihail          |  | <a href="mailto:trans-grup@mail.ru">trans-grup@mail.ru</a>           |
| GLV TRANS LLC              | Chisinau, 98, 31 August 1989 Street, of 104             | 234 985                      | Danu Alina                   |  | <a href="mailto:glv0trans@mail.ru">glv0trans@mail.ru</a>             |
| GOLATES LLC                | Chisinau, 56 L. Tolstoi Street                          | 929 549; 68 495969           | Cerkez Boris                 |  | <a href="mailto:boriscerchez@rambler.ru">boriscerchez@rambler.ru</a> |
| GRIVIZ LLC                 | Chisinau, 1 Bucuriei Street, 2nd floor                  | 927 250; 69 128 270          | Vizniuk Galina               |  | <a href="mailto:griviz@mail.ru">griviz@mail.ru</a>                   |
| GUZUM IMPEX I.I.           | Chisinau, Pruncul Industrial Area, 19 Pietrariei Street | 615 858                      | Guzun Anatolie Nicolae       |  |  |
| HOLLEMAN EAST LLC          | Chisinau, 72/2 Decebal Av., of 6                        | 637 457; 69 092 674          | Malcoci Nicolae Nicolae      | <a href="http://www.holleman.md">www.holleman.md</a> | <a href="mailto:info@holleman.md">info@holleman.md</a>               |
| IACON TRANS LLC            | Chisinau, 7 Miron Costin Street, of 201                 | 44 02 04; 310 185            | Fomenko Vladimir Alexandru   |  | <a href="mailto:iacon-trans@mail.ru">iacon-trans@mail.ru</a>         |
| IDENTCAR CR LLC            | Chisinau, 12 Feredeului Street, of 4                    | 548 780; 69 206 173          | Torgovteva Emilia            |  | <a href="mailto:hodiidsat@mail.ru">hodiidsat@mail.ru</a>             |
| IMPREIUL LOGIC SERVICE LLC | Chisinau, 5 A. Botezatu Street, of 8                    | 202 720; 202 565; 69 383300  | Voinskii Alexandru           |  | <a href="mailto:vils-08@mail.ru">vils-08@mail.ru</a>                 |
| INTERTRACTION M LLC        | Chisinau, 5A Independentei Street                       | 925 797; 69 990 067          | Bezverhnii Roman             |  | <a href="mailto:roman@transportmd.com">roman@transportmd.com</a>     |
| ITK MOLDOTRANS LLC         | Chisinau, 41A Haltei Street                             | 922 8431 549 891             | Ungureanu Igor               | <a href="http://www.itk.md">www.itk.md</a>           | <a href="mailto:itkmoldotrans@yahoo.com">itkmoldotrans@yahoo.com</a> |
| ITT-TRANS LLC              | Chisinau, 78 Vasile Alecsandri Street                   | 929 624                      |                              |  | <a href="mailto:ittbox@mail.ru">ittbox@mail.ru</a>                   |
| IVG TRANS LLC              | Chisinau, 29 Grigore Vieru Street, of 1                 | 223 410; 69 123 992          | Gorenko Gheorghii            |  | <a href="mailto:ivg-trans@mtc.md">ivg-trans@mtc.md</a>               |
| IVG TRANSSERVICE LLC       | Chisinau, 148/3 Alba-Iulia Street                       | 598 868                      | Grosari Igor                 |  |  |
| LEDIANTA-TUR LLC           | Chisinau, 145 Hancesti Highway                          | 28 66 86; 69 551305          | Castravet Anatol             |  |  |
| LISANA GRUP LLC            | Chisinau, 21 Moscova Av., et. 10                        | 438 493                      | Matveev Alexandru            |  | <a href="mailto:lisanagrup@mail.ru">lisanagrup@mail.ru</a>           |
| LISTRANS & CO LLC          | Chisinau, 142 Hancesti Highway, 4th floor, of. 402      | 280 786; 728 441; 69 284 265 | Lisicikin Alexandru          |  | <a href="mailto:lis.trans@inbox.ru">lis.trans@inbox.ru</a>           |
| LISTRANS-IMPEX LLC         | Chisinau, 17/1 Traian Av., of. 116                      | 660 794; 660 814             | Krasninciuk Mihail Alexandru |  | <a href="mailto:listrans-to@mdl.net">listrans-to@mdl.net</a>         |



### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

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|----------------------------|---|----------------------------------|--------------------------|--|--|
| LKW-ALEKS SPEDITION LLC    | Chisinau, 22 Traian Av.                                   | 83 85 85; 69 192 681; 69 150 150 | Galavciuk Andrei Vasile  | <a href="http://www.lkw-aleks.com">www.lkw-aleks.com</a>         | <a href="mailto:info@lkw-aleks.com">info@lkw-aleks.com</a>             |
| LOGICGRUP LLC              | Chisinau, 77 Petru Rares Street                           | 22 26 06; 7y9 104 214            | Kulikovskii Alexei       | <a href="http://www.logist.md">www.logist.md</a>                 | <a href="mailto:logicgrup@mdl.net">logicgrup@mdl.net</a>               |
| LOGISTIC GRUP LLC          | Chisinau, 109/1 A. Mateevici Street, of. 12               | 22 26 06; 69 0705550             | Frunza Andrei            |  | <a href="mailto:overland_trans@mail.ru">overland_trans@mail.ru</a>     |
| LOGISTIC MOTOR LLC         | Chisinau, 47/2 A. Bernardazzi Street                      | 27 04 53; 60 167 777             | Tverdohle Sergiu         |  | <a href="mailto:logistic.motor@gmail.com">logistic.motor@gmail.com</a> |
| LOGWIN ROAD & REAL MDV LLC | Chisinau, 53/4 Dacia Av.                                  | 56 98 10; 56 98 10; 77 25 00     | Pirnevu Ruslan Ilarion   | <a href="http://www.logwin-logist.com">www.logwin-logist.com</a> |  |
| LORITRANS-GRUP LLC         | Chisinau, 69/1 Gheorghe Asachi Street                     | 208 321; 422 350                 | Economide Ruslan Socrate |  | <a href="mailto:loritrans_grup@yahoo.com">loritrans_grup@yahoo.com</a> |
| M.M.A. LLC, FPC            | Chisinau, Gratiesti village, 13A Alexandru cel Bun Street | 45 18 58; 69 102185              | Florica Andrei           |  |  |
| MADINTERTRANS LLC          | Chisinau, 10/1 Calea Iesilor Street, of. 209              | 509 454; 68 141 818              | Gutanu Vitalie           |  | <a href="mailto:autotir2007@mail.ru">autotir2007@mail.ru</a>           |
| MAGIRUS INDCOM LLC         | Chisinau, 204 Petricani Street                            | 402 363; 402 362                 | Emuraki Iurie            |  | <a href="mailto:magirusindcom@yahoo.com">magirusindcom@yahoo.com</a>   |
| MANIEXPEDTRANS LLC         | Chisinau, 75/12 Alba-Iulia Street, of. 26                 | 508 477; 508 629; 69 102 844     | Maniev Iurii Tudor       |  | <a href="mailto:manipexpedtrans@mail.ru">manipexpedtrans@mail.ru</a>   |
| MAVA-TRANS LLC             | Chisinau, 4 Mesterul manole Street, of. 228               | 422 496; 69 101 610; 69 113 487  | Prisacaru Eduard Iacov   |  | <a href="mailto:pris-ghen@mail.ru">pris-ghen@mail.ru</a>               |
| MEBICAR LLC                | Chisinau, 25 Miron Costin Street, of. 112, 117            | 44 88 99; 44 43 99               | Scifos Oleg              |  | <a href="mailto:mebicar@rambler.ru">mebicar@rambler.ru</a>             |
| MEJAUTOTRANS LLC           | Chisinau, 4 Padurii Street                                | 555 740; 520 667                 | Parnitkii Vadim Eugeniu  |  | <a href="mailto:iat@arax.md">iat@arax.md</a>                           |
| MENICOR LLC                | Chisinau, 14/1 Moscova Av.                                | 310 640                          | Malitev Sergiu Anatol    |  |  |
| MOBOLUX-TRANS M.E.         | Chisinau, 4 Padurii Street                                | 555 740; 520 667                 | Parnitkii Vadim Eugeniu  |  | <a href="mailto:mobolux@arax.md">mobolux@arax.md</a>                   |
| MOLDCONTAINER LLC          | Chisinau, 6 Moscova Street, of. 301, 302                  | 310 935; 310 936                 | Oliferenco Olga          | <a href="http://www.mc.md">www.mc.md</a>                         | <a href="mailto:office@mc.md">office@mc.md</a>                         |
| MOLDROMUKRTRANS LLC        | Chisinau, 23/2 Decebal Av., of. 5                         | 834 605; 521 044                 | Visan Pantelei Mihail    |  | <a href="mailto:pan@mru.md">pan@mru.md</a>                             |
| MOVERS-AUTO LLC            | Chisinau, 7/7 Studentilor Street, of. 6                   | 69 107 853                       | Malamudman Alexandru     | <a href="http://www.movers-auto.md">www.movers-auto.md</a>       | <a href="mailto:moversauto@gmail.com">moversauto@gmail.com</a>         |



### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

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| NADINTRANS LLC       | Chisinau, 75/22 Alba Iulia Street               | 93 00 00                      | Cighirin Sergiu Ion            | <a href="http://www.nadintrans.md">www.nadintrans.md</a>       | <a href="mailto:nadintrans@mail.ru">nadintrans@mail.ru</a>                 |
| NAVAT-TIR LLC        | Chisinau, 14/3 Gradina Botanica Street, of. 103 | 838 451; 838 452              | Hvatov Vladimir<br>Ghenadie    |  | <a href="mailto:navat0tir@mail.ru">navat0tir@mail.ru</a>                   |
| NEVALERCOM LLC       | Chisinau, 99 V. Alecsandri Street, of. 20       | 22 26 00; 69 143 404          |                                |  | <a href="mailto:nevaler@yahoo.com">nevaler@yahoo.com</a>                   |
| NICLIV-TRANS LLC     | Chisinau, 82/1 Ion Creanga Street, of 168       | 75 48 73; 51 29 43; 69 270004 | Vrabie Mihail                  |  | <a href="mailto:nicliv_trans@yahoo.com">nicliv_trans@yahoo.com</a>         |
| NICOLTRANS LLC       | Chisinau, Codru town, 42 Sf. Gheorghe Street    | 22 47 17                      |                                |  | <a href="mailto:nicoltrans@rambler.ru">nicoltrans@rambler.ru</a>           |
| NOVENI LLC           | Chisinau, 3/2 Miorita Street, of. 127           | 597 606 69 130816             | Turcan Anatol Ion              |  | <a href="mailto:noveni2002@yahoo.com">noveni2002@yahoo.com</a>             |
| NOVILUX LLC          | Chisinau, 12 Mesterul Manole Street             | 407 343; 407 291; 69 560 321  | Berzan Gheorghe                |  | <a href="mailto:novilux@yahoo.com">novilux@yahoo.com</a>                   |
| NTF INTERNATIONAL    | Chisinau, 19/1 Prunului Street, of. 12          | 537 868; 78 811 030           | Talpta Nicolae                 |  | <a href="mailto:ntfinternational@gmail.com">ntfinternational@gmail.com</a> |
| OLIO-PRODUCTE LLC    | Chisinau, 14 P. Zadnipru Street                 | 33 82 89                      | Olaru Silvia                   |  |  |
| OLSITRANS LLC        | Chisinau, 8/1 N. Milescu Spataru Street         | 347 132; 340 393              |                                |  | <a href="mailto:olsitrans@mail.ru">olsitrans@mail.ru</a>                   |
| OPTIMA TRANS LLC     | Chisinau, 28/2 Florilor Street                  | 43 88 11                      | Gulenoc Vladimir Ilie          | <a href="http://www.optimatrans.info">www.optimatrans.info</a> | <a href="mailto:office@optimatrans.info">office@optimatrans.info</a>       |
| OPTIMASIG-TIR LLC    | Chisinau, 23 Belgrad Street, of. 1              | 503 104; 68 666667            | Tutunatu Vitalie<br>Constantin |  | <a href="mailto:optimasig-tir@mail.ru">optimasig-tir@mail.ru</a>           |
| OST INTER GRUP LLC   | Chisinau, 99 Decebal Street, of. 502            | 890 338                       |                                |  |  |
| PEGAS-BIS LLC        | Chisinau, 65 M-t Varlaam Street, of 328         | 636 164; 212 292              | Gubceac Eugeniu Simion         |  | <a href="mailto:pegas-bis@mail.md">pegas-bis@mail.md</a>                   |
| POLITRANS LOGIST LLC | Chisinau, 90A Uzinelor Street                   | 422 6641 422 665              | Toderita Diana                 | <a href="http://www.politrans.md">www.politrans.md</a>         | <a href="mailto:office@politrans.md">office@politrans.md</a>               |
| PRIAN TIR LLC        | Chisinau, 8/1 Tudor Vladimirescu Street, et. 2  | 92 88 02; 92 94 24            | Dicolo Olga Pavlovna           |  | <a href="mailto:priantrans@mail.ru">priantrans@mail.ru</a>                 |
| PRIM-COMPANIE LLC    | Chisinau, 65 Tighina Street, of. 611            | 500 372; 69 137 415           | Bulgaru Grigorie Petru         |  | <a href="mailto:primcompanie@rambler.ru">primcompanie@rambler.ru</a>       |
| PRIVAT-TRANS LLC     | Chisinau, 75G Alba-Iulia Street, 5th floor      | 588 899; 58 97 68             |                                | <a href="http://www.pricat-trans.eu">www.pricat-trans.eu</a>   | <a href="mailto:office@privat-trans.eu">office@privat-trans.eu</a>         |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

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| RG-CARGO LLC           | Chisinau, 25 Miron Costin Street, of. 110             | 927 228; 69 444 388; 69 105314   | Diuvenji Mihail           |  | <a href="mailto:rgcargo@mail.ru">rgcargo@mail.ru</a>                 |
| RIATEC LLC             | Chisinau, 7/7 Studentilor Street, of. 6               | 444 752; 69 107 853              | Malamudman Alexandru      | <a href="http://www.riatec.md">www.riatec.md</a> |  |
| R-LOGISTIC LLC         | Chisinau, 210 Uzinelor Street                         | 69 005105; 68 369 090            | Perevu Anna               |  | <a href="mailto:r-logistic@rambler.ru">r-logistic@rambler.ru</a>     |
| RLT-INTERMINAL LLC     | Chisinau, 43/1 Petru Rares Street                     | 29 67 31; 92 41 68               | Cozma Sergiu              |  | <a href="mailto:rll.inerminal@mail.ru">rll.inerminal@mail.ru</a>     |
| ROCON-TRANS LLC        | Chisinau, 13 Padurii Street                           | 57 15 21; 55 52 99; 69 110082    | Robu Constantin Simion    |  | <a href="mailto:rocotrans@moldovacc.md">rocotrans@moldovacc.md</a>   |
| ROMIS-TRANS LLC        | Chisinau, 92 Sarmizegetusa Street, 2nd floor, of. 201 | 52 00 44                         | Postolachi Alexandru      |  | <a href="mailto:romis-trans2003@mail.ru">romis-trans2003@mail.ru</a> |
| RONOVIS TRANS LLC      | Chisinau, 92 Sarmizegetusa Street, of. 202            | 503 149; 636 433; 503 150        |                           |  | <a href="mailto:ronovis-trans@mail.ru">ronovis-trans@mail.ru</a>     |
| RUMIH TRANS LLC        | Chisinau, 11 Socoleni Street                          | 436 162; 69 111 211              | Cibotaru Mihai            |  | <a href="mailto:rumih@gmail.com">rumih@gmail.com</a>                 |
| RUNCINA LLC            | Chisinau, 11/1 Trandafirilor Street, app. 29          | 885 076; 636 310; 69 176 562     | Gumiacenko Galina         |  | <a href="mailto:tatislava@mail.ru">tatislava@mail.ru</a>             |
| RUSCAR TRANS LLC       | Chisinau, 2 Negruzzi Av., of 510A                     | 27 54 48; 69 975 175; 69 396 587 | Rusu Alexei Vasile        |  | <a href="mailto:ruscar@mail.ru">ruscar@mail.ru</a>                   |
| SAGATRANS LLC          | Chisinau, 9 Mesterul Manole Street                    | 422 122; 422 454; 69 105071      | Sanduta Petru             |  |  |
| SALCON-TRANSGRUP LLC   | Chisinau, 25 Armeneasca Street                        | 22 30 80; 79 155 364             | Botnari Veceslav          |  |  |
| SARRALI-TRANS LLC      | Chisinau, Durlesti town, 22 N. Dimo Street            | 584 228                          |                           |  | <a href="mailto:sarrali@mtc.md">sarrali@mtc.md</a>                   |
| SEBGRUP=TRANS LLC      | Chisinau, 41 Sucevita Street                          | 589 666; 69 108 896              | Boghean Ion Constantin    |  | <a href="mailto:ion@msx.ru">ion@msx.ru</a>                           |
| SIERRA LLC             | Chisinau, 96B Uzinelor Street                         | 471 780; 471 662                 | Bikov Alexandru Nicolae   |  |  |
| SIGMATUR-COM           | Chisinau, 92 Sarmizegetusa Street, of 215             | 523 678; 636 431                 | Bulgak Oleg               |  | <a href="mailto:sigmatu62@mail.ru">sigmatu62@mail.ru</a>             |
| SILBORIS-TRANS LLC     | Chisinau, 16/1 Alecu Russo Street                     | 450 798                          | Godea Silvia              |  | <a href="mailto:silboristrans@mail.ru">silboristrans@mail.ru</a>     |
| SISTEME DECENTINVE LLC | Chisinau, 94 Petricani Street, of. 28                 | 441 038, 60 761133               | Ostapovici Nicolae Sergiu |  | <a href="mailto:casianova@rambler.ru">casianova@rambler.ru</a>       |
| SOLEI TRANS LLC        | Chisinau, 142 Hancesti Highway, 3rd floor, of. 11     | 725 414; 725 422                 | Mereacre Valeriu          |  | <a href="mailto:soleitrans@rambler.ru">soleitrans@rambler.ru</a>     |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| Name                  | Address                                     | Telephone                         | Managing Director             | Web  | Mail   |
|-----------------------|---|-----------------------------------|-------------------------------|--|--|
| SARGU-TRANS LLC       | Chisinau, 12A Bucuriei Street, of 498, 409  | 740 858; 69 270 077; 69 208816    | Sargu Victor                  |  | <a href="mailto:sargutrans@gmail.com">sargutrans@gmail.com</a>           |
| TANTAS LLC            | Chisinau, 68/1 Burebista Street             | 636 952; 552 650                  | Rotaru Sergiu                 |  | <a href="mailto:tantas@mail.ru">tantas@mail.ru</a>                       |
| TBN INTERLOG LLC      | Chisinau, 7 Miron Costin Street, of. 410    | 438 110                           | Setinin Validmir Alexandru    |  | <a href="mailto:tbn@starnet.md">tbn@starnet.md</a>                       |
| TERMOTRANS AUTO       | Chisinau, 31 Socoleni Street                | 468 674                           | Zabulica Victor               |  | <a href="mailto:termo@mtc.md">termo@mtc.md</a>                           |
| TESICO GRUP LLC       | Chisinau, 6 Moscova Av., of. 205            | 310 675                           |                               |  | <a href="mailto:tesico.grup@gmail.com">tesico.grup@gmail.com</a>         |
| TIRFORPLUS LLC        | Chisinau, 3 Decebal Av., of 317 A           | 636 393; 278 090; 69 109854       | Cernei Roman Andrei           | <a href="http://www.tirforplus.com.md">www.tirforplus.com.md</a> | <a href="mailto:office@tirforplus.com.md">office@tirforplus.com.md</a>   |
| TRANS AGER LLC        | Chisinau, 171A Uzinelor Street              | 475 287; 472 147; 475 242         | Bulat Anatol Timofei          | <a href="http://www.transager.md">www.transager.md</a>           | <a href="mailto:transager@company.md">transager@company.md</a>           |
| TRANS AF GRUP LLC     | Chisinau, 4 Padurii Street                  | 929 668; 69 144 958               | Funciuk Andrian Sergiu        |  |  |
| TRANSCOM JSC          | Chisinau, 176 Cetatea Alba Street           | 636 860; 636 854                  | Poperesniuc Alexandru Dumitru | <a href="http://www.transcom-sa.com">www.transcom-sa.com</a>     | <a href="mailto:transcom@hotmail.ru">transcom@hotmail.ru</a>             |
| TRANSFER-S.V. LLC     | Chisinau, 6/3 A. David Street, of. 3        | 277 561; 277 568                  |                               | <a href="http://www.transfer-sv.md">www.transfer-sv.md</a>       | <a href="mailto:office@transfer-sv.md">office@transfer-sv.md</a>         |
| TRANSFRIGO LLC        | Chisinau, 195 Doina Street                  | 467 426; 460 140; 467 426         | Cretu Vasile                  |  | <a href="mailto:transfrigo@yahoo.com">transfrigo@yahoo.com</a>           |
| TRANSGRIPSERVICE LLC  | Chisinau, 108 Burebista Street, of. 212     | 537 848; 69 356 299; 69 121 604   | Simion Nicolae                |  | <a href="mailto:transgrup@mcc.md">transgrup@mcc.md</a>                   |
| TRANSIMEX LLC         | Chisinau, 13 Padurii Street                 | 521 242; 558 591                  | Tulbu Valeriu Dumitru         | <a href="http://www.transimex.md">www.transimex.md</a>           | <a href="mailto:transimex@mdl.net">transimex@mdl.net</a>                 |
| TRANSLIANCOM LLC      | Chisinau, 45 Banulescu Bodoni Stree, of 210 | 836 742; 79 99 88 41; 79 99 88 42 | Kapacinski Lilea              |  | <a href="mailto:transiliancom@yahoo.com">transiliancom@yahoo.com</a>     |
| TRANSLIDER-LI LLC     | Chisinau, 60 M. Kogalniceanu Street, of 6-A | 210 769; 211 358; 69 000300       | Alacev Ludmila                |  | <a href="mailto:translider@land.ru">translider@land.ru</a>               |
| TRANSLOGITECH         | Chisinau, sos. Hancesti 142                 | 280 659                           |                               |  | <a href="mailto:translogitech@mail.ru">translogitech@mail.ru</a>         |
| TRANSROUTE EUROPA LLC | Chisinau, 9 Gradina Botanica Street         | 56 46 11; 63 21 54                | Popescu Oleg                  |  | <a href="mailto:transrouteuropa@yahoo.com">transrouteuropa@yahoo.com</a> |
| TRANSUNIT LLC         | Chisinau, 8A Uzinelor Street                | 411 098; 921 815                  | Rusu Viorel Ion               |  | <a href="mailto:office@transterminal.md">office@transterminal.md</a>     |
| TRANS-VIVAT LLC       | Chisinau, 53B Puskin Street, of. 1          | 927 655; 227 465                  | Katruc Vitalie Nicolae        |  | <a href="mailto:catruc@rambler.ru">catruc@rambler.ru</a>                 |
| ULTRANS LLC           | Chisinau, 49A Tighina Street, of. 9, 15     | 930 455; 27 24 63                 | Buliga Igor Andrei            | <a href="http://www.ultratrans.md">www.ultratrans.md</a>         | <a href="mailto:ultratrans@mail.ru">ultratrans@mail.ru</a>               |
| UMAV TRANS LLC        | Chisinau, 1 D. Cantemir Square              | 58 22 87; 79 800889; 79 232323    | Untilov Victor Petru          |  | <a href="mailto:umaytrans@gmail.com">umaytrans@gmail.com</a>             |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| Name                                       | Address                                      | Telephone                     | Managing Director               | Web  | Mail   |
|--|--|-------------------------------|---------------------------------|--|--|
| VEBTRANS LLC                               | Chisinau, 12 Mesterul Manole Street, of. 728 | 342 425; 885 825; 68 081155   | Cazacu Valeriu Ion              |  | <a href="mailto:vebtrans@mail.ru">vebtrans@mail.ru</a>                   |
| VECTRUM LLC                                | Chisinau, 30/1 Cuza Voda Street              | 560 792; 664 181              | Demcenco Arcadie                |  | <a href="mailto:vectrum@mail.ru">vectrum@mail.ru</a>                     |
| VEZA-PRIM LLC                              | Chisinau, 49/6 Dacia Av.                     | 927 158; 67 168388            | Zabolotnai Veceslav Valeriu     |  | <a href="mailto:vezaprim@mail.ru">vezaprim@mail.ru</a>                   |
| VIA MULTIMEDIA-MOLDOVA LLC                 | Chisinau, 65 M-t Varlaam Street, of. 334     | 210 811; 226 444              | Golub Iulian Gheorhe            |  | <a href="mailto:igolub@viamultima.com">igolub@viamultima.com</a>         |
| VICONICTRANS LLC                           | Chisinau, 58 Cucorilor Street                | 921 676                       | Gojnevschii Nicolae             |  | <a href="mailto:olga_gojnevschi@yahoo.com">olga_gojnevschi@yahoo.com</a> |
| VIDA-TRANS GRUP LLC                        | Chisinau, 94 Petricani Street, of. 32        | 294 833; 69 128877            | Teplesov Oleg                   |  |  |
| VILDSAT LLC                                | Chisinau, 15 Voluntarilor Street             | 471 463; 69 126349            | Brinca Ernest                   |  | <a href="mailto:ernestbrinca@mail.ru">ernestbrinca@mail.ru</a>           |
| VIMACONOTRANS LLC                          | Chisinau, 94 Petricani Street, of. 24        | 294 639; 69 021079; 69 103017 | Baranovschii Vitalie Constantin |  | <a href="mailto:vimacontrans@mail.ru">vimacontrans@mail.ru</a>           |
| VINTRANS-GRUP LLC                          | Chisinau, 14 Spicului Street                 | 280 464                       |                                 |  | <a href="mailto:vintransgrup@mail.ru">vintransgrup@mail.ru</a>           |
| VITES-TRANS LLC                            | Chisinau, 7 Miron Costin Street, of. 109     | 310 104                       | Barbaneagra Oleg Alexei         |  | <a href="mailto:vites@company.md">vites@company.md</a>                   |
| VOLENDIA LLC                               | Chisinau, 210 Uzinilor Street                | 47 80 07; 411 178             | Kreiderman Grigorii Leonid      |  | <a href="mailto:volendia@gmail.com">volendia@gmail.com</a>               |
| ZEBRA-TRANS LLC                            | Chisinau, 99/3 Decebal Av., of. 503          | 890 310; 68 555156; 79 468367 | Strogov Alexandru Victor        | <a href="http://www.zebratrans.md">www.zebratrans.md</a> | <a href="mailto:zebratrans@mail.ru">zebratrans@mail.ru</a>               |
| ANMANDI GRUP LLC                           | Chisinau, 1 Alecu Russo Street, of. 1        | 928 170; 68 044229            | Poimitova Ecaterina             |  | <a href="mailto:anmandi.group@gmail.com">anmandi.group@gmail.com</a>     |
| A.S.BOTNARI-TRANS LLC                      | Balti, 31 Sofiei Street                      | 00231 47890; 58901; 69 103109 | Botnari Alexandru Stefan        |  | <a href="mailto:botnari-trans@mail.ru">botnari-trans@mail.ru</a>         |
| ACTNIUM LLC                                | Balti, 102 Calea Iesilor Street              | 00231 31067; 69 012019        | Melniciuk Arcadie Nicolae       |  | <a href="mailto:actniumtrans@mail.ru">actniumtrans@mail.ru</a>           |
| AGROTRANS-AUTOSERVICE COOP                 | Singerei, 19 Independentei Street            | 00262 24 596; 69 213948       | Curchi Stefan                   |  |  |
| BAZA DE TRANSPORT AUTO NR. 17 FLORESTI JSC | Floresti, 33 Feroviarilor Street             | 00250 22 588                  | Lozan Iurie Simion              |  |  |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| Name  | Address                                 | Telephone                       | Managing Director           | Web  | Mail   |
|---|---|---------------------------------|-----------------------------|--|--|
| BAZA DE TRANSPORT<br>AUTO NR. 27 GLODENI JSC      | Glodeni, 19 Mihai Eminescu Street       | 00249 23200; 23 290             | Furtuna Valeriu<br>Gheorghe |  |  |
| BAZA DE TRANSPORT<br>AUTO NR. 35 SANGEREI<br>JSC  | Singerei, 27, 1 Mai Street              | 00250 23 600; 23 540            | Botnari Petru Mihai         |  |  |
| BAZA DE TRANSPORT<br>AUTO NR. 35 DONDUSENI<br>JSC | Donduseni, 1 Stefan cel Mare Street     | 00251 22 396; 24 402; 21 165    | Scurtu Mihail Tudor         |  |  |
| CAVITAN COM LLC                                   | Balti, 125 Stefan cel Mare Street       | 00231 27 039; 69 152255         | Pisicineac Anatol Ion       |  |  |
| EMILSGRUP LLC                                     | Balti, 12 Mihai Eminescu Av., of. 403   | 00231 93 312                    | Bejenari Ion Petru          |  | <a href="mailto:emilsgrup@mail.ru">emilsgrup@mail.ru</a>                   |
| ENERGIA LLC                                       | Falesti, Rautel village                 | 00259 29 494; 69 106 955        | Babii Viorel Gheorghe       |  | <a href="mailto:energiabl@mail.ru">energiabl@mail.ru</a>                   |
| EST-VEST LLC                                      | Balti, 6 Ghecevsaia Street              | 00231 66 626; 42 985; 42 271    | Palamarciuc Petru Ion       |  | <a href="mailto:estvest@mtc-bl.md">estvest@mtc-bl.md</a>                   |
| GAMATRANSPRIM LLC                                 | Balti, 8 Ghecevsaia Street              | 00231 69 641212; 69 112036      | Andrug Constantin           |  | <a href="mailto:gamatransprim@yahoo.com">gamatransprim@yahoo.com</a>       |
| GEOPALAR-GRUP LLC                                 | Baltri, 6 Ghecevsaia Street             | 00231 42 985; 42 271; 67 463    | Gurskii Stanislav Oleg      |  | <a href="mailto:geopalar@mail.ru">geopalar@mail.ru</a>                     |
| GHERASIMCIUC JEMILA<br>SP                         | Balti, 136A Decebal Av.                 | 00231 27 210; 94 512; 67 127100 | Gherasimciuc Igor Emil      |  | <a href="mailto:gheramsimciuc.1995@mail.ru">gheramsimciuc.1995@mail.ru</a> |
| INTERSORTTRANS LLC                                | Soroca, 12 Alecu Russo Street           | 00230 93 207                    | Birca Oleg                  |  | <a href="mailto:intersortrans@mail.ru">intersortrans@mail.ru</a>           |
| INTREPRINDEREA DE<br>TRANSPORT AUTO Nr. 9<br>JSC  | Briceni, 3 Olimpiiskaia Street          | 00247 23 472; 22 106            | Pop Nitu Ion                |  |  |
| MIGALAUTO LLC                                     | Balti, 38 Mira Street, of. 305          | 00231 29 116; 20 499; 69 322203 | Gutu Mihail                 | <a href="http://www.migalauto.com">www.migalauto.com</a> | <a href="mailto:migalauto@yahoo.com">migalauto@yahoo.com</a>               |
| MIREN & W KRAB LLC                                | Rascani, 52 Independentei Street        | 00256 23 367                    | Goncearuc Grigorii          |  |  |
| NEUTRAL-COM LLC                                   | Balti, 61/4 Mihai Viteazul Street       | 00231 24 412                    | Moruz Vadin                 |  | <a href="mailto:neutral-com@mail.ru">neutral-com@mail.ru</a>               |
| NICUSOR-S JSC                                     | Soroca, 6 Uzinelor Street               | 00230 28 099                    | Josan Anatol Anatol         |  |  |
| PACKAGING LLC                                     | Baltri, 187-189 Stefan cel Mare Street  | 00231 29117                     | Terna Alexei Petru          |  | <a href="mailto:strinacon-trans@rambler.ru">strinacon-trans@rambler.ru</a> |
| PREMIERTRANS LLC                                  | Balti, 4 Ghecevsaia Street              | 00231 23715; 22465              | Cernis Valeriu Iurie        |  | <a href="mailto:pretartrans_md@yahoo.com">pretartrans_md@yahoo.com</a>     |
| STROMACON TRANS LLC                               | Balti, 187 - 189 Stefan cel Mare Street | 00231 29117; 69 002101          | Botnari Ion Victor          |  | <a href="mailto:stromacon-trans@mail.ru">stromacon-trans@mail.ru</a>       |



### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| Name   | Address                                   | Telephone                     | Managing Director             | Web  | Mail   |
|--|---|-------------------------------|-------------------------------|--|--|
| ZIMBRU-NORD JSC                                  | Balti, 186 Calea Iesilor Street           | 00231 31278; 35002; 69 156463 | Cojocari Mihai Dumitru        |  | <a href="mailto:zimbrunord@mail.ru">zimbrunord@mail.ru</a>           |
| AUTORAPID JSC                                    | Anenii Noi, 81A Chisinaului Street        | 00265 25274; 79 502382        | Bagrin Pavel Tudor            |  |  |
| AVIS-MMS LLC                                     | Hincesti, 35 N. Milescu Spataru Street    | 00269 22857; 23077            | Beregoi Gheorghe Ion          |  | <a href="mailto:avis_mms@yandex.ru">avis_mms@yandex.ru</a>           |
| BAZA ED TRANSPORT<br>AUTO NR. 18 CRIULENI<br>JSC | Criuleni, 1, 31 August Street             | 002448 20502; 22380           | Goncearenco Dumitru<br>Boris  |  |  |
| BAZA DE TRANSPORT<br>AUTO NR. 28                 | Calarasi, 238 Alexandru cel Bun<br>Street | 00244 93604; 93605; 79 415952 | Alexa Oleg Mihail             |  |  |
| BAZA DE TRANSPORT<br>AUTO NR. 37 HINCESTI<br>JSC | Hincesti, 1 Industriala Street            | 00269 22657; 22559; 22741     | Tulbu Vasile Dumitru          |  |  |
| COLOANA AUTO 2830 DIN<br>ORHEI JSC               | Orgei, 128 Unirii Street                  | 00235 22259; 79 283026        | Cusnirencu Valeriu<br>Nicolae | <a href="http://www.codru.com.md">www.codru.com.md</a>             | <a href="mailto:ca2830@codru.com.md">ca2830@codru.com.md</a>         |
| EDITRANS-COM LLC                                 | Ialoveni, 79 V. Zarzar Street             | 00268 23792; 69 103609        | Surdu Stefan Efrim            |  | <a href="mailto:editranscom@rambler.ru">editranscom@rambler.ru</a>   |
| EUROTIM-COM LLC                                  | Straseni, 10 Jereghi Street               | 00237 22320; 79 588032        | Cebotari Anatol               |  | <a href="mailto:anatoltrans@mail.ru">anatoltrans@mail.ru</a>         |
| MONDUNIVERTRANS LLC                              | Straseni, 20 Orheiului Street             | 00237 27970; 69 430077        | Melcanov Maxim                | <a href="http://www.mcc.md/monduntrans">www.mcc.md/monduntrans</a> | <a href="mailto:monduntrans@gmail.com">monduntrans@gmail.com</a>     |
| NICO-IMPEX LLC                                   | Calarasi, 8 Gr. Ureche Street             | 00244 22095; 69 192813        | Stresina Nicanor Andrei       |  |  |
| NURI LLC   | Ialoveni, 23 Timisoara Street             | 00268 22504                   | Bolocan Victor                |  | <a href="mailto:nuri-md@rambler.ru">nuri-md@rambler.ru</a>           |
| PRISAC SP  | Ialoveni, 10/26 Prieteniei Street         | 55 97 64; 69 335463           | Prisac Alexandru              | <a href="http://www.prisac.md">www.prisac.md</a>                   | <a href="mailto:terenteion@mail.ru">terenteion@mail.ru</a>           |
| TIROFOL LLC                                      | Hincesti, Ciuciuleni village              | 00269 33211; 69 052772        | Tiron Ghenadii Stefan         |  | <a href="mailto:tirofol@mail.ru">tirofol@mail.ru</a>                 |
| TIR-SISTEM CARGO LLC                             | Ialoveni, Zambreni village                | 68 191210                     | Dumitru Ilie                  |  | <a href="mailto:tir-sistemcargo@mail.ru">tir-sistemcargo@mail.ru</a> |
| AGROTRANS-<br>AUTOSERVICE COOP                   | Stefan Voda, Industriala area             | 00242 22790; 69 168502        | Palanciuk Andrei              |  |  |
| BERCOLTRANS LLC                                  | Taraclia, 1 Vokzalnaia Street             | 00294 25366; 23837            | Kol Tudor                     |  | <a href="mailto:bekol@mail.ru">bekol@mail.ru</a>                     |
| IUGINTERTRANS JSC                                | Taraclia, 28V Vokzalnaia Street           | 00294 23789; 23149            | Kairiak Petru Ion             | <a href="http://www.iug-trans.md">www.iug-trans.md</a>             | <a href="mailto:kirov@iug-trans.md">kirov@iug-trans.md</a>           |
| ROATA SERT LLC                                   | Taraclia, 49 Vokzalnaia Street            | 00294 23710; 21088            | Ser Mihai Simion              |  |  |
| SERVIS LIBERIA LLC                               | Taraclia, 61 Vokzalnaia Stree             | 00294 24800; 25900            | Paslari Ion Andrei            | <a href="http://www.ornet.md">www.ornet.md</a>                     | <a href="mailto:servislibera@inbox.ru">servislibera@inbox.ru</a>     |
| STONE LLC  | Taraclia, 10A Ucrainskaia Street          | 0094 24544; 25374             | Kara Petru Vasile             |  | <a href="mailto:stoneLLC@mail.md">stoneLLC@mail.md</a>               |



### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

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|---|--|----------------------------------|--------------------------------------|-----|--|
| VIZONTRANS LLC  | Taraclia, 28 Vokzalnaia Street, of. 47     | 00294 211170, 25405;<br>69149066 | Cernev Victor Gheorghe               |     | <a href="mailto:cernev_vicktor@mail.ru">cernev_vicktor@mail.ru</a> |
| ARSITRANS-M LLC   | Comrat, 1 Ferapontievskaa Street           | 00298 24308; 69 126295           | Arabaji Gheorghe<br>Dumitru          |     | <a href="mailto:arsitrans@mail.ru">arsitrans@mail.ru</a>           |
| BTA-2 TIMPUL JSC  | Vulcanesti, 54, 40 let Octeabrea<br>Street | 00293 22138; 22788               | Karamilia Igor<br>Constantin         |     | <a href="mailto:teranta2007@mail.ru">teranta2007@mail.ru</a>       |
| EDDIONIS-COM LLC  | Ceadir-Lunga, 145 Lenin Street, of. 2      | 00291 22033; 69 294 733          | Koceanji Eduard Dionis               |     | <a href="mailto:eddionis@hotmail.com">eddionis@hotmail.com</a>     |
| BTA-38 JSC  | Grigoriopol, 1 Uritkii Street              | 00210 32609                      | Negruta Andrei Dumitru               |     |  |
| INTREPRINDEREA DE<br>TRANSPORT AUTO NR. 3<br>DIN BENDER       | Bender, 45 Industriala Street              | 00552 24358; 20515; 25209        | Krohmaluk Ion Nichita                |     | <a href="mailto:olenika08@mail.ru">olenika08@mail.ru</a>           |
| INTREPRINDEREA DE<br>TRANSPORT AUTO NR. 3<br>DIN DUBASARI JSC | Dubasari, 71 Z. Kosmodemenskaia<br>Street  | 00215 33879; 35034, 35863        | Perciuleac Mihail Efim               |     |  |
| LIMEX SERIVE LLC  | Tiraspol. 66 Sevcenko Street, 2nd<br>floor | 00533 88467; 0077740805          | Bortan Veceslav<br>Veceslav          |     | <a href="mailto:limex.tir@gmail.com">limex.tir@gmail.com</a>       |
| STROITRASNS JSC   | Tiraspol, 6 Sutov Street                   | 00533 94438; 80757               | Golusco Vladimir Ion                 |     | <a href="mailto:stroitrans@inbox.ru">stroitrans@inbox.ru</a>       |
| TIRASPOLTRANS JSC   | Tiraspol, 50 Profsoiuzov Street            | 00533 90598; 92269               | Bogoslavschii Alexandru<br>Alexandru |     |  |

**Source: Database VARO Inform**

## Appendix 5. List of major regional carriers

| NAME  | Town        | Adress                     | Telefon         | E-mail                   | Website                        | Number of employees |
|---|-------------|----------------------------|-----------------|--------------------------|--------------------------------|---------------------|
| <b>BELORUSSIA</b>   |             |                            |                 |                          |                                |                     |
| Autospetstrans JSC  | Minsk       | ul.Olshevskogo, 20         | +375 17 2040813 | avtostr@mail.belpak.by   |                                | 423                 |
| Avalon-M LLC  | Minsk       | proezd Masyukovscina, 2/17 | +375 17 2059013 | avalon-m@tut.by          |                                | 330                 |
| Belintertrans LLC   | Minskiy r-n | Kasyn                      | +375 17 5059201 | bitrans@nsys.by          | http://www.bitrans.by          | 400                 |
| Belkonsalt-A CLC  | Narovlya    | ul.Korzuna, 41             | 375,235,521,267 |                          |                                | 290                 |
| Belmagistralautotrans JSC                                 | Minsk       | ul.Babushkina, 39          | +375 17 2918990 | magistr@bmat.by          | http://www.bmat.by             | 300                 |
| Belsotra LLC  | Minsk       | ul.Kulman, 21a             | +375 17 2886113 | info@rudolf.by           | http://www.rudolf.by           | 286                 |
| Berezino District Consumer Society                        | Berezino    | ul.Oktyabrskaya, 17        | 375,171,555,953 |                          |                                | 800                 |
| Brestvneshtrans Joint Co., LLC                            | Brest       | ul.Dubrovskaya, 36         | 375,162,292,211 | info@brestvneshtrans.com | http://www.brestvneshtrans.com | 350                 |
| Brestzelenstroy State Unitary Production Ent.             | Brest       | ul.Ya.Kupaly, 13/3         | 375,162,448,641 | brestzelenstroj@tut.by   |                                | 430                 |
| Bus Fleet 1   | Vitebsk     | ul.Tereshkovoy, 7          | 375,212,476,012 |                          |                                | 1300                |
| Bus Fleet 2   | Mozyr       | ul.Vetrovaya, 1            | 375,236,377,170 |                          |                                | 763                 |
| Bus Fleet 2 Bobruisk Branch                               | Bobruysk    | ul.Orlovskogo, 22          | 375,225,485,856 | autobus2@tut.by          |                                | 540                 |
| Bus Fleet 2 JSC   | Baranovichi | ul.Telmana, 102            | 375,163,488,739 | buspark@brest.by         |                                | 875                 |
| Bus Fleet 5   | Svetlogorsk | ul.Zavodskaya, 2           | 375,234,230,333 |                          |                                | 438                 |
| Bus Fleet 6 JSC   | Gomel       | ul.Fedyuninskogo, 25       | 375,232,516,692 |                          |                                | 1000                |
| Delorm Building Unitary Ent.                              | Minsk       | ul.V.Horuzhey, 22-1404     | +375 17 2374092 | delorm@newmail.ru        | http://delorm.by               | 300                 |
| Firm ABC CLC  | Grodno      | ul.Pobedy, 27              | 375,152,511,481 | info@abcfood.net         | http://abcfood.net             | 412                 |
| Firm Moka LLC   | Grodno      | ul.Dzerzhinskogo, 127      | 375,152,432,601 | moka@firmamoka.by        | http://firmamoka.by            | 370                 |
| Gomeloblautotrans JSC                                     | Gomel       | Rechitskoe shosse, 7a      | 375,232,406,075 |                          |                                | 4000                |
| Grodno Khimvolokno  | Grodno      | ul.Slavinskogo, 4          | 375,152,561,264 | office@grodno-khim.by    | http://www.grodno-khim.by      | 3800                |
| GrosWay LLC   | Minsk       | ul.Pritytskogo, 142/2      | +375 17 2058830 | avalon-m@tut.by          |                                | 300                 |
| JENTY-International Freight Forwarding Group of Companies | Minsk       | ul.P.Brovki, 15            | +375 17 2892514 |                          | http://www.jentycargo.com      | 650                 |
| Korma District Consumer Society                           | Korma       | ul.Abaturova, 37           | 375,233,721,767 |                          |                                | 500                 |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME                                | Town             | Adress                          | Telefon         | E-mail                 | Website   | Number of employees |
|-------------------------------------|------------------|---------------------------------|-----------------|------------------------|---|---------------------|
| Krupki District Consumer Society    | Krupki           | ul.Lenina, 7                    | 375,179,657,264 |                        |   | 450                 |
| Lidahleboproduct JSC                | Lida             | ul.Bulata, 1                    | 375,154,558,220 | lidamuka@mail.ru       | <a href="http://www.muka.by">http://www.muka.by</a>                           | 1430                |
| Lorry Fleet 1                       | Grodno           | ul.Suvorova, 256                | 375,152,551,253 | ptogap1@ya.ru          |   | 280                 |
| Lorry Fleet 1 JSC                   | Bobruysk         | ul.Minskaya, 123/1              | 375,225,434,644 | gap1@list.ru           |   | 300                 |
| Lotos LLC                           | Mozyr            | ul.Shosseynaya, 19a             | 375,236,335,589 |                        |   | 700                 |
| Lyahovichy Rayagroservice JSC       | Lyahovichy       | ul.Vokzalnaya, 4                | 375,163,321,848 |                        |   | 500                 |
| M&M Militzer & Munch Joint Co., LLC | Minsk            | ul.Melezha, 1-902               | +375 17 2684111 | info@mum.by            | <a href="http://www.mum.by">http://www.mum.by</a>                             | 350                 |
| Mari LLC                            | Minskiy r-n      | Menkovskiy trakt, 4, Ozertso    | +375 17 5076380 | info@mari.by           |   | 300                 |
| Minsk Agroservice JSC               | Minskiy r-n      | ul.Kommunalnaya, 4a, Yubileyny  | +375 17 5061145 |                        |   | 300                 |
| Mogilevkhimvolokno JSC              | Mogilev          | p/o 35                          | 375,222,499,985 | market@khimvolokno.by  | <a href="http://www.khimvolokno.by">http://www.khimvolokno.by</a>             | 8000                |
| Motor Transportation Complex 3 CJSC | Minsk            | ul.Vaneeva, 29                  | +375 17 2497200 | ak-3op@yandex.ru       |   | 270                 |
| Motor Transportation Ent. 6 JSC     | Novopolotsk      | ul.Promyshlennaya, 2            | 375,214,532,876 | atp6@post.mtk.by       |   | 802                 |
| Neftezavodmontazh JSC               | Novopolotsk      | ul.Tekhnicheskaya, 2            | 375,214,532,853 | nzm@nzm.vitebsk.by     | <a href="http://nzm.vitebsk.by">http://nzm.vitebsk.by</a>                     | 1200                |
| Novogrudok Gas Equipment Plant JSC  | Novogrudok       | ul.Mitskevicha, 109             | 375,159,723,323 | info@novogas.com       | <a href="http://www.novogas.com">http://www.novogas.com</a>                   | 1600                |
| OP NII PKD LLC                      | Minskiy r-n      | ul.Molodezhnaya, 2a, Trostenets | +375 17 3442773 | info@opniipkd.com.by   |   | 350                 |
| Orsha Aircraft Repair Plant JSC     | Orshanskiy r-n   | Bolbasovo                       | 375,216,298,012 | acrp@mail.ru           |   | 640                 |
| Plant Specavtomatika JSC            | Minsk            | ul.Stebeneva, 12                | +375 17 2751016 | spetsavtomatika@tut.by | <a href="http://spetsavtomatika.by">http://spetsavtomatika.by</a>             | 300                 |
| Plodovoschservice JSC               | Grodno           | ul.Pobedy, 31                   | 375,152,568,116 |                        |   | 501                 |
| Postavy District Consumer Society   | Postavy          | ul.Leninskaya, 35               | 375,215,541,231 | kooppst@mail.ru        |   | 1000                |
| Prodtovary JSC                      | Brest            | ul.Komsomolskaya, 34            | 375,162,237,766 | info@prodtovary.com    |   | 1300                |
| Stolbtsy District Consumer Society  | Stolbtsy         | pl.Lenina, 8                    | 375,171,755,567 |                        |   | 700                 |
| Stolin District Consumer Society    | Stolin           | pl.Komsomolskaya, 5             | 375,165,521,744 |                        |   | 1860                |
| Transportpartner Joint Co., LLC     | Minsk            | ul.Voronyanskogo, 7a-803        | +375 17 2162626 | tp4@tpm.minsk.by       |   | 560                 |
| Trust Beltransstroy RUE             | Minsk            | ul.Sovetskaya, 8                | +375 17 2251985 | trestbts@trestbts.by   | <a href="http://www.trestbts.by">http://www.trestbts.by</a>                   | 2600                |
| Vikos LLC                           | Korelichskiy r-n | Kalchichi                       | 375,159,631,215 |                        |   | 370                 |
| Vitebskoblautotrans JSC             | Vitebsk          | ul.Komsomolskaya,               | 375,212,365,607 |                        | <a href="http://www.avtotrans.vitebsk.by">http://www.avtotrans.vitebsk.by</a> | 505                 |

## Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME   | Town               | Adress                       | Telefon         | E-mail                         | Website   | Number of employees |
|--|--------------------|------------------------------|-----------------|--------------------------------|---|---------------------|
|  |                    | 27/11                        |                 |                                |   |                     |
| Westauto JSC JV  | Brest              | ul.Kommercheskaya, 17        | 375,162,970,269 | auto@auto.brest.by             |   | 400                 |
| <b>POLAND</b>  |                    |                              |                 |                                |   |                     |
| Delta Trans Transporte Sp. z o.o.  | Świętochłowice     | ul. Chorzowska 134b          | +48 32 7727600  | info@deltatrans.pl             | http://www.deltatrans.pl  | 853                 |
| Dobrowolsky Sp. z o.o. Zakład Mięсны Dobrowolsky Sp. z o.o.                        | Wadowice Górne     | Wadowice Górne 93            | +48 14 6669766  | dobrowolsky@dobrowolsky.com.pl | http://www.dobrowolsky.com.pl   | 640                 |
| Dolnośląska Spółka Gazownictwa we Wrocławiu Sp. z o.o. Zakład Gazowniczy Zgorzelec | Zgorzelec          | ul. Fabryczna 1              | +48 75 7722524  | zgorzelec@dsgaz.pl             | http://www.dsgaz.pl   | De la 501 la 1000   |
| FM Polska Sp. z o.o.   | Mszczonów          | ul. Ługowa 30                | +48 46 8570001  | fmlogistic@fmlogistic.pl       | http://www.fmlogistic.pl  | 2700                |
| Hortex Holding SA  | Warszawa           | ul. Mszczonowska 2           | +48 22 3330000  | klent.kontakt@hortex.com.pl    | http://www.hortex.com.pl  | 1870                |
| Indykpol SA  | Olsztyn            | ul. Jesienna 3               | +48 89 5262200  | sekretariat@indykpol.pl        | http://www.indykpol.pl  | 1250                |
| JAS-FBG SA   | Gdynia             | ul. Kwiatkowskiego 60        | +48 58 6213589  | marketing@jasfbg.com.pl        | http://www.jasfbg.com.pl  | De la 501 la 1000   |
| JAS-FBG SA Siedziba Zarządu  | Katowice           | ul. Kolejowa 17              | +48 32 3593500  | marketing@jasfbg.com.pl        | http://www.jasfbg.com.pl  | 866                 |
| Maersk Polska Sp. z o.o. Agent Maersk Line oraz Safmarine w Polsce                 | Warszawa           | ul. Wołoska 5 TAURUS         | +48 22 5414250  | wawsal@maersk.com              | http://www.maerskline.com,<br>http://www.maerskline.com/poland,<br>http://www.safmarine.com | Peste 1000          |
| PartnersPol Group Sp. z o.o.   | Warszawa           | Al. Jerozolimskie 200 bud. C | +48 22 3109801  | warszawa@partnerspol.pl        | http://www.partnerspol.pl   | Peste 1000          |
| Pekaes SA  | Błonie             | ul. Spedycyjna 1             | +48 22 4602626  | robert.sumera@pekaes.com.pl    | http://www.pekaes.com.pl  | 1670                |
| Pekaes SA  | Szczecin           | ul. Przyszłości 15a          | +48 91 8312921  | grzegorz.sas@pekaes.com.pl     | http://www.pekaes.com.pl  | 650                 |
| PGE Kopalnia Węgla Brunatnego Turów SA   | Bogatynia          | ul. Górników Turowa 1        | +48 75 7735200  | kopalnia.turow@kwbturow.bot.pl | http://www.kwbturow.bot.pl,<br>http://www.kwbturow.pgegiek.pl                               | Peste 1000          |
| PKP Cargo SA Świętokrzyski Zakład Spółki   | Skarżysko-Kamienna | ul. Piękna 27                | +48 41 2512557  | ct.swietokrzyski@pkp-cargo.pl  | http://www.pkp-cargo.pl   | De la 501 la 1000   |
| Pol-Miedź Trans Sp. z o.o. Grupa Kapitałowa KGHM Polska Miedź SA                   | Lubin              | ul. Skłodowskiej-Curie 190   | +48 76 8471800  | marketing@pmtrans.com.pl       | http://www.pmtrans.com.pl   | 1500                |
| Raben Polska Sp. z o.o.  | Gądk               | ul. Poznańska 71             | +48 61 8988100  | gadki.info@raben-group.com     | http://www.raben-group.com  | 2100                |
| Raben Polska Sp. z o.o. Oddział Błonie   | Błonie             | ul. Batorego 6               | +48 22 3640500  |                                | http://www.raben-group.com  | Peste 1000          |
| Raben Polska Sp. z o.o. Oddział Olsztyn  | Olsztyn            | ul. Cementowa 2A             | +48 89 5386105  | olsztyn.info@raben-group.com   | http://www.raben-group.com  | Peste 1000          |
| Raben Polska Sp. z o.o. Oddział w Chorzowie  | Chorzów            | ul. Niedźwiedziniec          | +48 32 8888300  | chorzow.info@raben-group.com   | http://www.raben-group.com  | Peste 1000          |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME   | Town              | Adress                 | Telefon        | E-mail                            | Website   | Number of employees |
|--|-------------------|------------------------|----------------|-----------------------------------|---|---------------------|
|  |                   | 10A                    |                |                                   |   |                     |
| Raben Polska Sp. z o.o. Oddział w Częstochowie - Biuro Sprzedaży | Częstochowa       | ul. Kucelińska 42      | +48 34 8888100 | krzysztof.bittner@raben-group.com | <a href="http://www.raben-group.com">http://www.raben-group.com</a>     | Peste 1000          |
| Raben Polska Sp. z o.o. Oddział w Kaliszu                        | Kalisz            | ul. Wrocławska 152-186 | +48 62 7539111 | kalisz.info@raben-group.com       | <a href="http://www.raben-group.com">http://www.raben-group.com</a>     | Peste 1000          |
| Raben Polska Sp. z o.o. Oddział w Starachowicach                 | Starachowice      | ul. Bugaj 4            | +48 41 2761100 | starachowice.info@raben-group.com | <a href="http://www.raben-group.com">http://www.raben-group.com</a>     | Peste 1000          |
| Schenker Sp. z o.o.  | Warszawa          | ul. Ordona 2a          | +48 22 5321100 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Białystok                            | Białystok         | ul. Elewatorska 9      | +48 85 6644999 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Bydgoszcz                            | Bydgoszcz         | ul. Fordońska 266      | +48 52 3762655 |                                   | <a href="http://www.dbschenker.pl">http://www.dbschenker.pl</a>         | 1500                |
| Schenker Sp. z o.o. Oddział Gdynia                               | Gdynia            | ul. Hutnicza 36        | +48 58 6674300 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Kielce                               | Kielce            | ul. Długa 37           | +48 41 3477477 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Konin                                | Konin             | ul. Szpitalna 45       | +48 63 2457691 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Koszalin                             | Koszalin          | ul. Przemysłowa 8      | +48 94 3485070 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Kraków                               | Kraków            | ul. Kamienna 10-12     | +48 12 6316655 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Lublin                               | Lublin            | ul. Krochmalna 8       | +48 81 5360340 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Olsztyn                              | Olsztyn           | ul. Lubelska 5         | +48 89 5329900 |                                   | <a href="http://www.dbschenker.pl">http://www.dbschenker.pl</a>         | 1600                |
| Schenker Sp. z o.o. Oddział Poznań                               | Tarnowo Podgórne  | ul. 25 Stycznia 18     | +48 61 8966200 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Rzeszów                              | Głogów Małopolski | Rudna Mała 47          | +48 17 8642954 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Szczecin                             | Szczecin          | ul. Pomorska 66        | +48 91 4647444 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Wrocław                              | Wrocław           | ul. Krzemieniecka 116  | +48 71 3580300 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Zielona Góra                         | Zielona Góra      | ul. Dworcowa 39        | +48 68 3292030 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Katowice                             | Pyskowice         | ul. Poznańska 10       | +48 32 3388345 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Spedimex Sp. z o.o.  | Stryków           | Sosnowiec 15A 36       | +48 42 6164100 | spedimex@spedimex.pl              | <a href="http://www.spedimex.pl">http://www.spedimex.pl</a>             | 569                 |
| Takt Sp.j. Kwiatkowski i Międział                                | Bolesław          | Bukowno                | +48 32 2957000 | office@takt.com.pl                | <a href="http://www.takt.pl">http://www.takt.pl</a>                     | 658                 |
| Univeg Logistics Poland Sp. z o.o.                               | Żabia Wola        | ul. Wiśniowa 1         | +48 46 8578118 | grupa@univeg.pl                   | <a href="http://www.univeg.com">http://www.univeg.com</a>               | 551                 |
| Wincanton Polska Sp. z o.o.                                      | Piaseczno         | Łoziska                | +48 22 7116000 | office@wincanton.pl               | <a href="http://www.wincanton.pl">http://www.wincanton.pl</a>           | 800                 |
| Zakłady Remontowe Energetyki Katowice SA                         | Katowice          | ul. Jankego 13         | +48 32 7898201 | zre@zre.com.pl                    | <a href="http://www.zre.com.pl">http://www.zre.com.pl</a>               | Peste 1000          |



## Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME   | Town  | Adress  | Telefon          | E-mail                          | Website   | Number of employees |
|--|---|---|------------------|---------------------------------|---|---------------------|
| <b>ROMANIA</b>                               |   |   |                  |                                 |   |                     |
| AQUILA PART PROD COM                         | Ploiesti  | Strada Malu Rosu 105A                           | +40 244 59.47.93 | main@aquila.ro                  | http://www.aquila.ro                                      | 1712                |
| ARCOLINE                                     | Oradea  | Soseaua Borsului 7 et. 2 ap. 10                 | +40 259 41.12.89 | arcoline@rdslink.ro             | http://www.arcoline.ro                                    | 304                 |
| ARDEALUL                                     | Carei   | Strada Al.I. Cuza 24                            | +40 261 86.23.01 | ardealul@ardealul.ro            | http://www.ardealul.ro                                    | 282                 |
| ATLAS  | Galati  | Soseaua Smardan 2                               | +40 236 44.81.14 | atlas@atlas-sa.ro               | http://www.atlas-sa.ro                                    | 364                 |
| COM DIVERS AUTO RO                           | Bascov  | Strada Serelor 41                               | +40 248 21.12.71 | office@comdivers.ro             | http://www.comdivers.ro                                   | 309                 |
| DELTA ANTREPRIZA DE CONSTRUCTII SI MONTAJ 93 | Bucuresti                                       | Strada Chiciurei 39-45                          | +40 21 346.41.08 | office@deltaacm.ro              | http://www.deltaacm.ro                                    | 1214                |
| DHL INTERNATIONAL ROMANIA                    | Bucuresti                                       | Calea Floreasca 169 et. 8                       | +40 21 222.17.71 | rodhl@dhl.com                   | http://www.dhl.ro   | 450                 |
| DSV SOLUTIONS                                | Comuna Dragomirești Vale, Sat Dragomirești Deal | Strada DE 287/1                                 | +40 21 431.31.00 | sales@ro.dsv.com                | http://www.dsv.com/ro                                     | 273                 |
| DUMAGAS TRANSPORT                            | Braniste-Podari                                 | Calea Calafatului 117                           | +40 251 30.76.01 | transport@dumagas.ro            | http://www.dumagas.ro                                     | 775                 |
| DUNCA EXPEDITII                              | Dumbravita                                      | DJ 691,Km 7+142                                 | +40 256 47.32.10 | rdunca@duncaexpeditii.ro        | http://www.duncaexpeditii.ro                              | 583                 |
| DUVENBECK LOGISTIK                           | Cristian  | Aleea Duvenbeck 51                              | +40 268 50.78.00 | vdinga@duvenbeck.de             | http://www.duvenbeck.de                                   | 328                 |
| EDY INTERNATIONAL SPEDITION                  | Deva  | Calea Zarandului 258                            | +40 254 20.68.00 | office@edyspedition.ro          | http://www.edyspedition.ro                                | 1153                |
| EURO CONSTRUCT TRADING 98                    | București                                       | Strada Nicolae Caramfil 48                      | +40 21 233.03.69 | secretariat@euroconstruct98.ro  | http://www.euroconstruct98.ro                             | 780                 |
| FAN COURIER EXPRESS                          | Stefanestii de Jos                              | Soseaua de Centura 32                           | 409,336          | fan@fancourier.ro               | http://www.fancourier.ro                                  | 1137                |
| FRIGOEXPRES                                  | Oradea  | Soseaua Borsului 53                             | +40 259 31.60.72 | frigoexpres@frigoexpres.ro      | http://www.frigoexpres.ro                                 | 353                 |
| H ESSERS                                     | Oradea  | Soseaua Borsului 40                             | +40 259 47.00.26 | distribution.romania@essers.com | http://www.essers.ro                                      | 300                 |
| HARMOPAN                                     | Miercurea-Ciuc                                  | Strada Harghita 46                              | +40 266 37.12.07 | office@harmopan.ro              | http://www.harmopan.ro                                    | 372                 |
| HARTLTRANS ROMANIA                           | Timisoara                                       | Strada Constantin Brancusi 7 et. 2 ap. 1        | +40 256 43.32.82 | office@hartltrans.com           | http://www.hartltrans.com                                 | 359                 |
| INTERNATIONAL LAZAR COMPANY                  | Bascov  | Strada Serelor 19                               | +40 248 27.07.00 | office@intlazar.ro              | http://www.intlazar.ro                                    | 418                 |
| KLGEUROPE LOGISTICS                          | Bolintin Deal                                   | Strada Industriilor 9, București-Pitești Km. 23 | +40 21 408.40.40 | sales@ro.klgeurope.com          | http://www.klgeurope.com,<br>http://www.klg-logistics.com | 327                 |



### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME  | Town           | Adress   | Telefon          | E-mail                                      | Website   | Number of employees |
|---|----------------|--|------------------|---|---|---------------------|
| LESCACI COM                                   | Negresti-Oas   | Strada Victoriei bl. 3/c et. Parter                                    | +40 261 85.34.20 | lescacicom@gmail.com                        |   | 465                 |
| LOGISTIC E VAN WIJK                           | Sannicoara     | Strada Clujului 7  | 40,372,300,200   | transport@evanwijk.ro                       | http://www.evanwijk.ro                          | 304                 |
| ND LOGISTICS ROMÂNIA                          | Chiajna        | Strada Italia 1-7  | +40 21 223.03.10 | mihai.barbu@norbert-dentressangle.com       | http://www.norbert-dentressangle.com            | 275                 |
| POLARIS M HOLDING                             | Constanta      | Strada Spiru Haret 2A  | +40 241 54.87.00 | office@polaris.ro                           | http://www.polaris.ro                           | 977                 |
| SCHENKER ROMTRANS                             | București      | Calea Rahovei 196 C  | +40 21 234.00.00 | office@dbschenker-romtrans.com              | http://www.dbschenker-romtrans.com              | 1059                |
| SUCCES NIC COM                                | Targu Jiu      | Strada Unirii 120-121  | +40 253 21.66.91 | office@succesniccom.ro                      | http://www.succesniccom.ro                      | 1431                |
| TCE TRANSEXRESS S.R.L. - membra a TCE Holding | Bucuresti      | Drumul Sabareni 24-26  | +40 21 9339      | comenzi@tcelogistic.ro                      | http://www.9339.ro,<br>http://www.tceholding.ro | 294                 |
| TNT ROMANIA                                   | Bucuresti      | Soseaua Bucuresti-Ploiesti 1 A bl. Bucharest Business Park, Corp C1-C2 | +40 21 303.45.67 | rofeedback@tnt.com                          | http://www.tnt.com                              | 308                 |
| TOTAL NSA                                     | Saliste        | Strada Andrei Saguna 61  | +40 269 55.35.49 | office@totalnsa.ro                          | http://www.totalnsa.ro                          | 290                 |
| TRAMECO                                       | Oradea         | Soseaua Borsului 14/A  | +40 359 80.07.77 | secretariat.trameco@selina.ro               | http://www.selina.ro                            | 287                 |
| TRANS BITUM                                   | Ip             | Strada Principala 265E   | +40 260 67.17.17 | transbitum@clicknet.ro                      |   | 280                 |
| TRANS CAR                                     | Sibiu          | Strada Tractorului 14  | +40 269 22.41.01 | office@trans-car.ro                         | http://www.trans-car.ro                         | 257                 |
| TRANS EXPEDITION FERROVIAR                    | Bucuresti      | Soseaua Fabrica de Glucoza 11A et. 2 ap. 216                           | +40 31 405.29.25 | office@tef.com.ro                           | http://www.tef.com.ro                           | 565                 |
| TRANSCONDOR                                   | Arad           | Strada Dumbrava Rosie 1, Zona Industriala Vest                         | +40 357 40.30.35 | cristina.ardelean@norbert-dentressangle.com | http://www.norbert-dentressangle.com            | 408                 |
| URGENT CURIER                                 | Bucuresti      | Strada Cap. Anghelache Ivan 5 bl. M32 ap. 24                           | +40 21 336.60.23 | office@urgent-curier.ro                     | http://www.urgent-curier.ro                     | 548                 |
| VECTOR SPEDITION                              | Slobozia       | Soseaua Amara 1 Bis  | +40 243 23.62.89 | auto@vlase.ro                               | http://www.vlasespedition.ro                    | 375                 |
| WABERER'S ROMANIA                             | Miercurea Ciuc | Strada Harghita 101  | +40 266 31.20.71 | info@waberers.com                           | http://www.waberers.com                         | 689                 |
| <b>UKRAINE</b>                                |                |  |                  |   |   |                     |
| EUROEXPRESS POSHTA Ltd                        | Kyiv           | Poliarna St.20   | +380 44 4969060  | office@euroexpress.net.ua                   | http://www.euroexpress.net.ua                   | 500                 |
| IN-TIME Ltd Kyiv Office                       | Kyiv           | Motornyi Prov.9  | +380 44 4982012  | info@intime.ua                              | http://www.intime.ua                            | 255                 |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME   | Town                              | Adress                      | Telefon         | E-mail                        | Website  | Number of employees |
|--|-----------------------------------|-----------------------------|-----------------|-------------------------------|--|---------------------|
| INTERTRANS GROUP Ltd, Lviv Affiliate                   | Lviv                              | Horodotska St.128           | +380 32 2971336 | secretar@dkvp.lviv.ua         |  | 800                 |
| KAMAZ-TRANS-SERVICE Ltd                                | Rivne                             | Kyivska St.64a              | 380,362,223,375 | admin@kts.rivne.com           | <a href="http://www.kts.rovno.ua">http://www.kts.rovno.ua</a>  | 500                 |
| KRIAZH Private Business                                | Vinnytsia                         | Maksymovycha St.4           | 380,432,507,815 | kryazh@narod.ru               | <a href="http://kryazhkusto.com">http://kryazhkusto.com</a> ,<br><a href="http://www.kryazh.com.ua">http://www.kryazh.com.ua</a> | 3000                |
| Motor Transport Enterprise No 16363, PubJSC            | Kharkiv                           | Rohanska St.160             | +380 57 7518923 | ssm@atp16363.org.ua           | <a href="http://www.atp16363.org.ua">http://www.atp16363.org.ua</a>  | 300                 |
| Mushketivska Motor Depot, PrivJSC                      | Donetsk                           | Krasnooktiabrskia St.111    | +380 62 3062419 | postmaster@mab.donbass.com    |  | 350                 |
| ORLANTRANS PubJSC                                      | Lviv                              | Plastova St.4               | +380 32 2940305 | otg@otg.kiev.ua               | <a href="http://www.orlantrans.com">http://www.orlantrans.com</a>  | 400                 |
| OST-VEST EKSPRES Ltd                                   | Kyiv                              | V.Khvoiky St.18/14          | +380 44 5864949 | dir@owe.com.ua                | <a href="http://www.owe.com.ua">http://www.owe.com.ua</a>  | 350                 |
| RABEN UKRAINE Ltd                                      | Brovarskyi Dist., Kyiv Reg.       | Velyka Dymarka              | +380 44 4597200 | ukraine.info@raben-group.com  | <a href="http://www.raben-group.com">http://www.raben-group.com</a>  | 650                 |
| RAPID Production Company, JSC                          | Kyiv                              | Zroshuvalna St.7            | +380 44 5662097 | info@rapid.com.ua             |  | 600                 |
| SAMTRANS   | Vinnytsia                         | Schorsa Prov.14a            | 380,432,554,016 | agrosvet@ukr.net              |  | 900                 |
| SMART Logistics Ltd                                    | Lutsk, Volyn Reg.                 | Karbysheva St.1             | 380,332,787,485 | dubas_alex@mail.ru            | <a href="http://www.smartlogistics.com.ua">http://www.smartlogistics.com.ua</a>  | 300                 |
| TRANS-SERVICE-1 Ltd                                    | Pustomytivskyi Dist., Lviv Reg.   | Stavchany                   | +380 32 2421288 | office@trans-service-1.com.ua | <a href="http://www.trans-service-1.com.ua">http://www.trans-service-1.com.ua</a>  | 500                 |
| TRANSPELE Ltd  | Luhansk                           | Pereiaslavskia St.50        | 380,642,345,460 | info@transpele.com            | <a href="http://www.transpele.com">http://www.transpele.com</a>  | 400                 |
| Turbiv Agri-Enterprise, PubJSC                         | Lypovetskyi Dist., Vinnytsia Reg. | Turbiv                      | 380,435,841,745 |                               |  | 580                 |
| UKRPRODUCT GROUP PrivJSC                               | Kyiv                              | Rustaveli St.39/41 Floor 14 | +380 44 5028014 | sales@ukrproduct.com          | <a href="http://www.ukrproduct.com">http://www.ukrproduct.com</a>  | 2000                |
| UKRTRANS PubJSC  | Kyiv                              | Saksahanskoho St.83a        | +380 44 5916336 | info@ukrtrans.org.ua          | <a href="http://www.ukrtrans.org.ua">http://www.ukrtrans.org.ua</a>  | 300                 |
| ZLATOGOR Zolotonosha Liqueur and Vodka Distillery, Ltd | Zolotonosha, Cherkasy Reg.        | Sichova St.22               | 380,473,753,083 | adm@zlatogor.com.ua           |  | 545                 |

**Source: Kompas**

## Appendix 6. List of major regional logistics companies

| NAME   | Town                | Adress                  | Telefon         | E-mail                             | Website                                      | Number of employees |
|--|---------------------|-------------------------|-----------------|------------------------------------|--|---------------------|
| <b>BELORUSSIA</b>                                      |                     |                         |                 |                                    |  |                     |
| Beltamozhservice RUE                                   | Minsk               | ul.Lermontova, 27       | +375 17 2136478 | office@declarant.by                | http://www.declarant.by                      | 1300                |
| Vladprodimport LLC                                     | Minsk               | ul.Zapadnaya, 11a       | +375 17 2265910 | vladimirskoe2006@yandex.ru         | http://vladimirskoe.by                       | 300                 |
| <b>POLAND</b>  |                     |                         |                 |                                    |  |                     |
| arvato services Polska                                 | Plewiska            | ul. Kolejowa 150        | +48 61 6528800  | office@arvato.pl                   | http://www.arvato.pl                         | 1600                |
| arvato services Polska Oddział w Warszawie             | Warszawa            | Al. Jerozolimskie 65/79 | +48 22 6307210  | office@arvato.pl                   | http://www.arvato.pl                         | 2221                |
| Cargoforte Sp. z o.o.                                  | Warszawa            | ul. Modularna 17        | +48 22 5755155  | office@cargoforte.pl               | http://www.cargoforte.pl                     | 329                 |
| Ceva Automotive Logistics Poland Sp. z o.o.            | Bielsko-Biała       | ul. Sukiennicza 7       | +48 33 4443015  | cevalogistics@pl.cevalogistics.com | http://www.cevalogistics.com                 | 500                 |
| CTL Logistics Sp. z o.o.                               | Warszawa            | ul. Domaniewska 49      | +48 22 5493203  | info@ctl.pl                        | http://www.ctl.eu                            | 2100                |
| Delta Trans Logistik Sp. z o.o.                        | Świętochłowice      | ul. Chorzowska 118-120  | +48 32 7727600  | info@deltatrans.pl                 | http://www.deltatrans.pl                     | De la 251 la 500    |
| Delta Trans Transporte Sp. z o.o.                      | Świętochłowice      | ul. Chorzowska 134b     | +48 32 7727600  | info@deltatrans.pl                 | http://www.deltatrans.pl                     | 853                 |
| DSV Air&Sea Sp. z o.o.                                 | Ołtarzew            | ul. Południowa 2        | +48 22 7392300  | office@pl.dsv.com                  | http://www.dsv.com                           | 670                 |
| ESM Logistics SA                                       | Katowice            | ul. Paderewskiego 32 C  | +48 32 6645494  | biuro@esml.eu                      | http://www.esmlogistics.com/pl               | De la 251 la 500    |
| Fiege Sp. z o.o.                                       | Warszawa            | ul. Solariego 4         | +48 46 8576000  | info@fiege.pl                      | http://www.fiege.pl,<br>http://www.fiege.com | 300                 |
| FM Polska Sp. z o.o.                                   | Mszczonów           | ul. Ługowa 30           | +48 46 8570001  | fmlogistic@fmlogistic.pl           | http://www.fmlogistic.pl                     | 2700                |
| Fresh Logistics Sp. z o.o.                             | Gądk                | ul. Poznańska 71        | +48 61 8988400  | freshlogistics@raben-group.com     | http://www.freshlogistics.com.pl             | 530                 |
| Fresh Logistics Sp. z o.o. Oddział Gliwice             | Gliwice             | ul. Pszczyńska 112      | +48 32 7966100  |                                    | http://www.freshlogistics.com.pl             | Peste 1000          |
| Fresh Logistics Sp. z o.o. Oddział Grodzisk Mazowiecki | Grodzisk Mazowiecki | ul. Transportowa 6      | +48 22 3640400  | freshlogistics@raben-group.com     | http://www.freshlogistics.com.pl             | Peste 1000          |
| Fresh Logistics Sp. z o.o. Oddział Straszyn            | Straszyn            | ul. Starogardzka 10     | +48 58 3206640  |                                    | http://www.freshlogistics.com.pl             | Peste 1000          |
| Fresh Logistics Sp. z o.o. Oddział w Gądkach           | Gądk                | ul. Poznańska 71        | +48 61 8988400  | freshlogistics@raben-group.com     | http://www.freshlogistics.com.pl             | Peste 1000          |
| Fresh Logistics Sp. z o.o. Oddział Wrocław             | Wrocław             | ul. Bierutowska 44      | +48 71 3236780  |                                    | http://www.freshlogistics.com.pl             | Peste 1000          |
| Fresh Logistics Sp. z o.o. Oddział Łomża               | Łomża               | ul. Towarowa 41         | +48 86 8888400  |                                    | http://www.freshlogistics.com.pl             | De la 501 la 1000   |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME   | Town             | Adress                     | Telefon        | E-mail                            | Website  | Number of employees |
|--|------------------|----------------------------|----------------|-----------------------------------|--|---------------------|
| Frigo Logistics Sp. z o.o.                                       | Żnin             | ul. Fabryczna 4            | +48 52 3033600 | info@frigologistics.pl            | http://www.frigologistics.pl                                 | 260                 |
| Gefco Polska Sp. z o.o.  | Warszawa         | Pl. Bankowy 2              | +48 22 5312177 | siedziba.waw@gefco.net            | http://www.gefco.net,<br>http://www.gefco.pl                 | De la 251 la 500    |
| Nijhof-Wassink Sp. z o.o.  | Kutno            | ul. Holenderska 3          | +48 24 2533770 | info@nijwa.com.pl                 | http://www.nijhof-wassink.com.pl,<br>http://www.nijwa.com.pl | De la 251 la 500    |
| Raben Polska Sp. z o.o.  | Gądk             | ul. Poznańska 71           | +48 61 8988100 | gadki.info@raben-group.com        | http://www.raben-group.com                                   | 2100                |
| Raben Polska Sp. z o.o. Oddział Błonie                           | Błonie           | ul. Batorego 6             | +48 22 3640500 |                                   | http://www.raben-group.com                                   | Peste 1000          |
| Raben Polska Sp. z o.o. Oddział Olsztyn                          | Olsztyn          | ul. Cementowa 2A           | +48 89 5386105 | olsztyn.info@raben-group.com      | http://www.raben-group.com                                   | Peste 1000          |
| Raben Polska Sp. z o.o. Oddział w Chorzowie                      | Chorzów          | ul. Niedźwiedziniec 10A    | +48 32 8888300 | chorzow.info@raben-group.com      | http://www.raben-group.com                                   | Peste 1000          |
| Raben Polska Sp. z o.o. Oddział w Częstochowie - Biuro Sprzedaży | Częstochowa      | ul. Kucelińska 42          | +48 34 8888100 | krzysztof.bittner@raben-group.com | http://www.raben-group.com                                   | Peste 1000          |
| Raben Polska Sp. z o.o. Oddział w Kaliszu                        | Kalisz           | ul. Wrocławska 152-186     | +48 62 7539111 | kalisz.info@raben-group.com       | http://www.raben-group.com                                   | Peste 1000          |
| Raben Polska Sp. z o.o. Oddział w Starachowicach                 | Starachowice     | ul. Bugaj 4                | +48 41 2761100 | starachowice.info@raben-group.com | http://www.raben-group.com                                   | Peste 1000          |
| Rohlig Suus Logistics S.A. Oddział Gdańsk                        | Gdańsk           | ul. Bysewska 18            | +48 56 7353600 | gdansk@suuslogistics.pl           | http://www.suuslogistics.pl                                  | De la 251 la 500    |
| ROHLIG SUUS Logistics SA   | Piaseczno        | ul. Jana Pawła II 66       | +48 22 7377575 | office@suus.com                   | http://www.suuslogistics.pl                                  | De la 251 la 500    |
| ROHLIG SUUS Logistics SA Oddział Cargo                           | Warszawa         | ul. Wirazowa 35 pok. 311   | +48 22 6068856 | cargo@suuslogistics.pl            | http://www.suuslogistics.pl                                  | De la 251 la 500    |
| ROHLIG SUUS Logistics SA Oddział Poznań                          | Tarnowo Podgórne | Sady                       | +48 61 6560300 | poznan@suus.com                   | http://suus.com  | De la 251 la 500    |
| ROHLIG SUUS Logistics SA Oddział w Bydgoszczy                    | Bydgoszcz        | ul. Pilicka 6              | +48 52 3718052 | bydgoszcz@suuslogistics.pl        | http://www.suuslogistics.pl                                  | De la 251 la 500    |
| ROHLIG SUUS Logistics SA Oddział w Gdyni                         | Gdynia           | ul. Wiśniewskiego Janka 31 | +48 58 7379028 | gdynia@suuslogistics.pl           | http://www.suuslogistics.pl                                  | De la 251 la 500    |
| ROHLIG SUUS Logistics SA Oddział w Krakowie                      | Skawina          | ul. Krakowska 87a          | +48 12 3796161 | krakow@suuslogistics.pl           | http://www.suuslogistics.pl                                  | De la 251 la 500    |
| ROHLIG SUUS Logistics SA Oddział w Łodzi                         | Łódź             | ul. Rokicińska 168         | +48 42 2092250 | lodz@suuslogistics.pl             | http://www.suuslogistics.pl                                  | De la 251 la 500    |
| ROHLIG SUUS Logistics SA Oddział we Wrocławiu                    | Kobierzyce       | Bielany Wrocławske         | +48 71 7225597 | wroclaw@suuslogistics.pl          | http://www.suuslogistics.pl                                  | De la 251 la 500    |
| Schenker Sp. z o.o.  | Warszawa         | ul. Ordona 2a              | +48 22 5321100 |                                   | http://www.dbschenker.com.pl                                 | 1600                |

## Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME   | Town                          | Adress   | Telefon          | E-mail   | Website   | Number of employees |
|--|-------------------------------|--|------------------|--|---|---------------------|
| Schenker Sp. z o.o. Oddział Białystok              | Białystok                     | ul. Elewatorska 9  | +48 85 6644999   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Bydgoszcz              | Bydgoszcz                     | ul. Fordońska 266  | +48 52 3762655   |  | <a href="http://www.dbschenker.pl">http://www.dbschenker.pl</a>         | 1500                |
| Schenker Sp. z o.o. Oddział Gdynia                 | Gdynia                        | ul. Hutnicza 36  | +48 58 6674300   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Kielce                 | Kielce                        | ul. Długa 37   | +48 41 3477477   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Konin                  | Konin                         | ul. Szpitalna 45   | +48 63 2457691   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Koszalin               | Koszalin                      | ul. Przemysłowa 8  | +48 94 3485070   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Kraków                 | Kraków                        | ul. Kamienna 10-12   | +48 12 6316655   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Lublin                 | Lublin                        | ul. Krochmalna 8   | +48 81 5360340   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Olsztyn                | Olsztyn                       | ul. Lubelska 5   | +48 89 5329900   |  | <a href="http://www.dbschenker.pl">http://www.dbschenker.pl</a>         | 1600                |
| Schenker Sp. z o.o. Oddział Poznań                 | Tarnowo Podgórne              | ul. 25 Stycznia 18   | +48 61 8966200   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Rzeszów                | Głogów Małopolski             | Rudna Mała 47  | +48 17 8642954   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Szczecin               | Szczecin                      | ul. Pomorska 66  | +48 91 4647444   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Warszawa               | Młochów                       | Al. Kasztanowa 152   | +48 22 7385555   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Wrocław                | Wrocław                       | ul. Krzemieniecka 116  | +48 71 3580300   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Zielona Góra           | Zielona Góra                  | ul. Dworcowa 39  | +48 68 3292030   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Katowice               | Pyskowice                     | ul. Poznańska 10   | +48 32 3388345   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Trade Trans Sp. z o.o. Przedsiębiorstwo Spedycyjne | Warszawa                      | ul. Leszno 12  | +48 22 5340300   | <a href="mailto:psst@tradetrans.pl">psst@tradetrans.pl</a>                     | <a href="http://www.tradetrans.pl">http://www.tradetrans.pl</a>         | 341                 |
| Vos Logistics Polska Sp. z o.o.                    | Warszawa                      | Al. Jerozolimskie 146D   | +48 22 5354900   | <a href="mailto:biuro@vospolska.pl">biuro@vospolska.pl</a>                     | <a href="http://www.voslogistics.com">http://www.voslogistics.com</a>   | 272                 |
| Wincanton Trans European Polska Sp. z o.o.         | Łoziska                       | ul. Kolejowa 1   | +48 61 6640662   | <a href="mailto:office@wincanton.pl">office@wincanton.pl</a>                   | <a href="http://www.wincanton.pl">http://www.wincanton.pl</a>           | 450                 |
| <b>ROMANIA</b>                                     |                               |  |                  |  |   |                     |
| CEVA LOGISTICS                                     | Dragomirești                  | Autostrada București-Pitești, Km 13.5, Bucharest West Logistics DE 287/1 | 40,372,159,455   | <a href="mailto:anamuresan@cevalogistics.com">anamuresan@cevalogistics.com</a> | <a href="http://www.cevalogistics.com">http://www.cevalogistics.com</a> | 446                 |
| DHL INTERNATIONAL ROMANIA                          | Bucuresti                     | Calea Floreasca 169 et. 8  | +40 21 222.17.71 | <a href="mailto:rodhl@dhl.com">rodhl@dhl.com</a>                               | <a href="http://www.dhl.ro">http://www.dhl.ro</a>                       | 450                 |
| DSV SOLUTIONS                                      | Comuna Dragomirești Vale, Sat | Strada DE 287/1  | +40 21 431.31.00 | <a href="mailto:sales@ro.dsv.com">sales@ro.dsv.com</a>                         | <a href="http://www.dsv.com/ro">http://www.dsv.com/ro</a>               | 273                 |



## Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME  | Town                | Adress   | Telefon          | E-mail                                | Website  | Number of employees |
|---|---------------------|--|------------------|---------------------------------------|--|---------------------|
|   | Dragomirești Deal   |  |                  |                                       |  |                     |
| <b>DUVENBECK LOGISTIK</b>                             | Cristian            | Aleea Duvenbeck 51   | +40 268 50.78.00 | vdinga@duvenbeck.de                   | <a href="http://www.duvenbeck.de">http://www.duvenbeck.de</a>  | 328                 |
| <b>FM ROMANIA</b>                                     | Dudeștii Noi        | DN 6, Km 570+190, dreapta  | +40 256 27.09.93 | contact@fmlogistic.ro                 | <a href="http://www.fmlogistic.com">http://www.fmlogistic.com</a>  | 557                 |
| <b>H ESSERS</b>                                       | Oradea              | Soseaua Borsului 40  | +40 259 47.00.26 | distribution.romania@essers.com       | <a href="http://www.essers.ro">http://www.essers.ro</a>  | 300                 |
| <b>KARL HEINZ DIETRICH INTERNATIONAL EXPED</b>        | Otopeni             | Strada Horea, Closca si Crisan 61-63                                   | +40 21 203.00.00 | bukarest@dietrich-logistic.com        | <a href="http://www.dietrich.ro">http://www.dietrich.ro</a> ,<br><a href="http://www.dietrich-logistic.com">http://www.dietrich-logistic.com</a> | 483                 |
| <b>KLG EUROPE LOGISTICS</b>                           | Bolintin Deal       | Strada Industriilor 9, București-Pitești Km. 23                        | +40 21 408.40.40 | sales@ro.klgeurope.com                | <a href="http://www.klgeurope.com">http://www.klgeurope.com</a> ,<br><a href="http://www.klg-logistics.com">http://www.klg-logistics.com</a>     | 327                 |
| <b>ND LOGISTICS ROMÂNIA</b>                           | Chiajna             | Strada Italia 1-7  | +40 21 223.03.10 | mihai.barbu@norbert-dentressangle.com | <a href="http://www.norbert-dentressangle.com">http://www.norbert-dentressangle.com</a>  | 275                 |
| <b>PORT BAZINUL NOU</b>                               | Galati              | Strada Basarabiei 1  | +40 236 44.92.15 | office@metaltrade.ro                  | <a href="http://www.metaltrade.ro">http://www.metaltrade.ro</a>  | 299                 |
| <b>SCHENKER ROMTRANS</b>                              | București           | Calea Rahovei 196 C  | +40 21 234.00.00 | office@dbschenker-romtrans.com        | <a href="http://www.dbschenker-romtrans.com">http://www.dbschenker-romtrans.com</a>  | 1059                |
| <b>SECA DISTRIBUTION</b>                              | Ploiesti            | Strada Malu Rosu 105A  | +40 244 59.47.93 | main@aquila.ro                        | <a href="http://www.aquila.ro">http://www.aquila.ro</a>  | 631                 |
| <b>SOCEP</b>  | Constanta           | Incinta Port Constanta, Dana 34  | +40 241 60.22.45 | socep@socep.ro                        | <a href="http://www.socep.ro">http://www.socep.ro</a>  | 440                 |
| <b>TCE TRANSEXPRESS S.R.L. - membra a TCE Holding</b> | Bucuresti           | Drumul Sabareni 24-26  | +40 21 9339      | comenzi@tcelogistic.ro                | <a href="http://www.9339.ro">http://www.9339.ro</a> ,<br><a href="http://www.tceholding.ro">http://www.tceholding.ro</a>                         | 294                 |
| <b>TNT ROMANIA</b>                                    | Bucuresti           | Soseaua Bucuresti-Ploiesti 1 A bl. Bucharest Business Park, Corp C1-C2 | +40 21 303.45.67 | rofeedback@tnt.com                    | <a href="http://www.tnt.com">http://www.tnt.com</a>  | 308                 |
| <b>UNICOM TRANZIT</b>                                 | Voluntari           | Strada Campul Pipera 125/9 et. 2                                       | +40 21 232.98.92 | tranzit@unicom-group.ro               | <a href="http://www.unicom-group.ro">http://www.unicom-group.ro</a>  | 352                 |
| <b>VECTOR SPEDITION</b>                               | Slobozia            | Soseaua Amara 1 Bis  | +40 243 23.62.89 | auto@vlase.ro                         | <a href="http://www.vlasespedition.ro">http://www.vlasespedition.ro</a>  | 375                 |
| <b>UKRAINE</b>  |                     |  |                  |                                       |  |                     |
| <b>DHL International Ukraine, JSC</b>                 | Kyiv                | Luhova St.9  | +380 44 4902600  | Oksana.Bugay@dhl.com                  | <a href="http://www.dhl.com.ua">http://www.dhl.com.ua</a>  | 500                 |
| <b>KOMORA-S Ltd</b>                                   | Kyiv                | Krasnova St.27   | +380 44 4511307  | head-office@komora-s.kiev.ua          | <a href="http://www.komora-s.kiev.ua">http://www.komora-s.kiev.ua</a>  | 600                 |
| <b>KUEHNE + NAGEL UKRAINE</b>                         | Hostomel, Kyiv Reg. | Sadova St.26a  | +380 44 4903232  | info.kiev@kuehne-nagel.com            | <a href="http://www.kuehne-nagel.com">http://www.kuehne-nagel.com</a>  | 650                 |
| <b>NEWTON Holding</b>                                 | Cherkasy            | Smilianska St.131  | 380,472,631,642  | newton@neocm.com                      | <a href="http://www.newton.com.ua">http://www.newton.com.ua</a>  | 500                 |



### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME                                      | Town                     | Adress                  | Telefon         | E-mail                      | Website   | Number of employees |
|---|--------------------------|-------------------------|-----------------|-----------------------------|---|---------------------|
| <b>NIBULON Agri-Enterprise, Ltd</b>       | Mykolaiv                 | Faleievska St.9b        | 380,512,372,344 | mail1@nibulon.com.ua        | <a href="http://www.nibulon.com.ua">http://www.nibulon.com.ua</a>             | 2500                |
| <b>POLLY GROUP UKRAINE Ltd</b>            | Illichivsk-5, Odesa Reg. |                         | +380 48 7170955 | info@pollyfruit.com         | <a href="http://www.polly.ua">http://www.polly.ua</a>                         | 1800                |
| <b>RISOIL TERMINAL Ltd</b>                | Illichivsk, Odesa Reg.   | Korabelna St.4 Office 2 | 380,482,304,903 | kiev_office@risoil.com      | <a href="http://www.risoil.com">http://www.risoil.com</a>                     | 500                 |
| <b>UKRAINIAN CARGO COURIERS GSC (UVK)</b> | Kyiv                     | Shose Stolichne 100     | +380 44 4905225 | info@uvk.ua                 | <a href="http://uvk.ua">http://uvk.ua</a>                                     | 500                 |
| <b>VSESVIT Group of Companies</b>         | Kyiv                     | Pukhovska St.1a         | +380 44 2066340 | office@vsesvit-group.com.ua | <a href="http://www.vsesvit-group.com.ua">http://www.vsesvit-group.com.ua</a> | 1000                |

**Source: Database Kompas**

## Appendix 7. List of major regional freight forwarders

| NAME   | Town           | Adress                            | Telefon        | E-mail                             | Website   | Number of employees |
|--|----------------|-----------------------------------|----------------|------------------------------------|---|---------------------|
| <b>POLAND</b>  |                |                                   |                |                                    |   |                     |
| C.Hartwig Gdynia S.A.  | Gdynia         | ul. Derdowskiego 7                | +48 58 6900000 | chg@chg.pl                         | http://www.chg.pl   | 370                 |
| Ceva Automotive Logistics Poland Sp. z o.o.  | Bielsko-Biała  | ul. Sukiennicza 7                 | +48 33 4443015 | cevalogistics@pl.cevalogistics.com | http://www.cevalogistics.com  | 500                 |
| Delta Trans Logistik Sp. z o.o.  | Świętochłowice | ul. Chorzowska 118-120            | +48 32 7727600 | info@deltatrans.pl                 | http://www.deltatrans.pl  | 251 to 500          |
| Delta Trans Transporte Sp. z o.o.  | Świętochłowice | ul. Chorzowska 134b               | +48 32 7727600 | info@deltatrans.pl                 | http://www.deltatrans.pl  | 853                 |
| Dobrowolsky Sp. z o.o. Zakład Mięśny Dobrowolsky Sp. z o.o.                        | Wadowice Górne | Wadowice Górne 93                 | +48 14 6669766 | dobrowolsky@dobrowolsky.com.pl     | http://www.dobrowolsky.com.pl   | 640                 |
| Dolnośląska Spółka Gazownictwa we Wrocławiu Sp. z o.o. Zakład Gazowniczy Zgorzelec | Zgorzelec      | ul. Fabryczna 1                   | +48 75 7722524 | zgorzelec@dsgaz.pl                 | http://www.dsgaz.pl   | 501 to 1000         |
| Epo Trans Logistic SA  | Tychy          | ul. Graniczna 5                   | +48 32 2274105 | biuro@epo-trans.com.pl             | http://www.epo-trans.com.pl,<br>http://www.epotras.pl                                       | 251 to 500          |
| FM Polska Sp. z o.o.   | Mszczonów      | ul. Ługowa 30                     | +48 46 8570001 | fmlogistic@fmlogistic.pl           | http://www.fmlogistic.pl  | 2700                |
| Gefco Polska Sp. z o.o.  | Warszawa       | Pl. Bankowy 2                     | +48 22 5312177 | siedziba.waw@gefco.net             | http://www.gefco.net,<br>http://www.gefco.pl  | 251 to 500          |
| Hortex Holding SA  | Warszawa       | ul. Mszczonowska 2                | +48 22 3330000 | klient.kontakt@hortex.com.pl       | http://www.hortex.com.pl  | 1870                |
| Indykpol SA  | Olsztyn        | ul. Jesienna 3                    | +48 89 5262200 | sekretariat@indykpol.pl            | http://www.indykpol.pl  | 1250                |
| ITS Michalczewski Adam Internationale Transport Spedition                          | Radom          | ul. Łukasika 5                    | +48 48 3842008 | its@its.radom.net                  | http://www.michalczewski.pl   | 400                 |
| JAS-FBG SA   | Gdynia         | ul. Kwiatkowskiego 60             | +48 58 6213589 | marketing@jasfbg.com.pl            | http://www.jasfbg.com.pl  | 501 to 1000         |
| JAS-FBG SA Siedziba Zarządu  | Katowice       | ul. Kolejowa 17                   | +48 32 3593500 | marketing@jasfbg.com.pl            | http://www.jasfbg.com.pl  | 866                 |
| Kooperol Sp. z o.o.  | Swarzędyn      | Zduny 40a                         | +48 58 5301823 | kooperol@gd.onet.pl                | http://www.kooperol.pl  | 251 to 500          |
| Link Sp. z o.o.  | Wiązowna       | ul. Nadrzeczna 17                 | +48 22 7696900 | link@link.waw.pl                   | http://www.link.waw.pl  | 251 to 500          |
| Maersk Polska Sp. z o.o. Agent Maersk Line oraz Safmarine w Polsce                 | Warszawa       | ul. Wołoska 5 TAURUS              | +48 22 5414250 | wawsal@maersk.com                  | http://www.maerskline.com,<br>http://www.maerskline.com/poland,<br>http://www.safmarine.com | More than 1000      |
| Maszoński Logistic   | Sulęcín        | ul. Lipowa 27                     | +48 95 7559098 | info@mts-logistic.pl               | http://www.mts-logistic.pl  | 251 to 500          |
| Meblomark Przedsiębiorstwo Produkcyjno-Handlowo-Usługowe                           | Ostrzeszów     | ul. Powstańców Wielkopolskich 15a | +48 62 5870400 | meblomark@meblomark.com.pl         | http://www.meblomark.com.pl   | 251 to 500          |

## Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME  | Town               | Adress                       | Telefon        | E-mail                          | Website  | Number of employees |
|---|--------------------|------------------------------|----------------|---------------------------------|--|---------------------|
| Omega Pilzno International Transport Spedition Godawski & Godawski Sp. z o.o. | Pilzno             | ul. Kraszewskiego 44         | +48 14 6722023 | info@omega-pilzno.com.pl        | <a href="http://www.omega-pilzno.com.pl">http://www.omega-pilzno.com.pl</a>  | 490                 |
| PartnersPol Group Sp. z o.o.  | Warszawa           | Al. Jerozolimskie 200 bud. C | +48 22 3109801 | warszawa@partnerspol.pl         | <a href="http://www.partnerspol.pl">http://www.partnerspol.pl</a>  | More than 1000      |
| Pekaes SA   | Błonie             | ul. Spedycyjna 1             | +48 22 4602626 | robert.sumera@pekaes.com.pl     | <a href="http://www.pekaes.com.pl">http://www.pekaes.com.pl</a>  | 1670                |
| Pekaes SA   | Szczecin           | ul. Przyszłości 15a          | +48 91 8312921 | grzegorz.sas@pekaes.com.pl      | <a href="http://www.pekaes.com.pl">http://www.pekaes.com.pl</a>  | 650                 |
| PGE Kopalnia Węgla Brunatnego Turów SA  | Bogatynia          | ul. Górników Turowa 1        | +48 75 7735200 | kopalnia.turow@kwbturow.bot.pl  | <a href="http://www.kwbturow.bot.pl">http://www.kwbturow.bot.pl</a> ,<br><a href="http://www.kwbturow.pgegiel.pl">http://www.kwbturow.pgegiel.pl</a> | More than 1000      |
| PKP Cargo SA Świętokrzyski Zakład Spółki                                      | Skarżysko-Kamienna | ul. Piękna 27                | +48 41 2512557 | ct.swietokrzyski@pkp-cargo.pl   | <a href="http://www.pkp-cargo.pl">http://www.pkp-cargo.pl</a>  | 501 to 1000         |
| PKS Nowa Sól Sp. z o.o.   | Nowa Sól           | ul. Przyszłości 1            | +48 68 3874051 | biuro@pks.nowasol.pl            | <a href="http://www.pks.nowasol.pl">http://www.pks.nowasol.pl</a>  | 251 to 500          |
| Pol-Miedź Trans Sp. z o.o. Grupa Kapitałowa KGHM Polska Miedź SA              | Lubin              | ul. Skłodowskiej-Curie 190   | +48 76 8471800 | marketing@pmtrans.com.pl        | <a href="http://www.pmtrans.com.pl">http://www.pmtrans.com.pl</a>  | 1500                |
| Przedsiębiorstwo Komunikacji Samochodowej SA                                  | Żary               | ul. Okrzei 31/33             | +48 68 4708121 | pks@zary.pl                     | <a href="http://www.pks.zary.pl">http://www.pks.zary.pl</a>  | 251 to 500          |
| Przedsiębiorstwo Komunikacji Samochodowej w Ostrołęce SA                      | Ostrołęka          | ul. Zawadzkiego 1            | +48 29 7602671 | pks@pks.ostroleka.pl            | <a href="http://www.pks.ostroleka.pl">http://www.pks.ostroleka.pl</a>  | 251 to 500          |
| Przedsiębiorstwo Komunikacji Samochodowej w Oławie SA                         | Oława              | ul. Opolska 50               | +48 71 3813200 | pks@pks.olawa.pl                | <a href="http://www.pks.olawa.pl">http://www.pks.olawa.pl</a>  | 312                 |
| Przedsiębiorstwo Komunikacji Samochodowej w Stalowej Woli SA                  | Stalowa Wola       | ul. Ofiar Katynia 30         | +48 15 8425811 | sekretariat@pksstwola.com.pl    | <a href="http://www.pksstwola.com.pl">http://www.pksstwola.com.pl</a>  | 390                 |
| Przedsiębiorstwo Państwowej Komunikacji Samochodowej                          | Starogard Gdański  | ul. Pelplińska 21            | +48 58 5624031 | pkssekretariat@pks-starogard.pl | <a href="http://www.pks-starogard.pl">http://www.pks-starogard.pl</a>  | 251 to 500          |
| Przedsiębiorstwo Państwowej Komunikacji Samochodowej w Zgorzelcu Sp. z o.o.   | Zgorzelec          | ul. Orzeszkowej 2            | +48 75 6481600 | pks@pks.zgorzelec.pl            | <a href="http://www.pks.zgorzelec.pl">http://www.pks.zgorzelec.pl</a>  | 251 to 500          |
| Przedsiębiorstwo Robót Inżynierskich Budownictwa PRIB Sp. z o.o.              | Olsztyn            | ul. Cementowa 3              | +48 89 5341350 | prib@go2.pl                     | <a href="http://www.prib.olsztyn.pl">http://www.prib.olsztyn.pl</a>  | 270                 |
| Raben Polska Sp. z o.o.   | Gądk               | ul. Poznańska 71             | +48 61 8988100 | gadki.info@raben-group.com      | <a href="http://www.raben-group.com">http://www.raben-group.com</a>  | 2100                |
| Raben Polska Sp. z o.o. Oddział Błonie  | Błonie             | ul. Batorego 6               | +48 22 3640500 |                                 | <a href="http://www.raben-group.com">http://www.raben-group.com</a>  | More than 1000      |
| Raben Polska Sp. z o.o. Oddział Olsztyn                                       | Olsztyn            | ul. Cementowa 2A             | +48 89 5386105 | olsztyn.info@raben-group.com    | <a href="http://www.raben-group.com">http://www.raben-group.com</a>  | More than 1000      |
| Raben Polska Sp. z o.o. Oddział w Chorzowie                                   | Chorzów            | ul. Niedźwiedziniec 10A      | +48 32 8888300 | chorzow.info@raben-group.com    | <a href="http://www.raben-group.com">http://www.raben-group.com</a>  | More than           |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME   | Town             | Adress                     | Telefon        | E-mail                            | Website   | Number of employees |
|--|------------------|----------------------------|----------------|-----------------------------------|---|---------------------|
|  |                  |                            |                |                                   |   | 1000                |
| Raben Polska Sp. z o.o. Oddział w Częstochowie - Biuro Sprzedaży | Częstochowa      | ul. Kucelińska 42          | +48 34 8888100 | krzysztof.bittner@raben-group.com | <a href="http://www.raben-group.com">http://www.raben-group.com</a>     | More than 1000      |
| Raben Polska Sp. z o.o. Oddział w Kaliszu                        | Kalisz           | ul. Wrocławska 152-186     | +48 62 7539111 | kalisz.info@raben-group.com       | <a href="http://www.raben-group.com">http://www.raben-group.com</a>     | More than 1000      |
| Raben Polska Sp. z o.o. Oddział w Starachowicach                 | Starachowice     | ul. Bugaj 4                | +48 41 2761100 | starachowice.info@raben-group.com | <a href="http://www.raben-group.com">http://www.raben-group.com</a>     | More than 1000      |
| Rhenus Contract Logistics SA                                     | Warszawa         | ul. Pańska 73              | +48 22 4639500 | fastrack@fastrack.pl              | <a href="http://www.rhenus.com">http://www.rhenus.com</a>               | 251 to 500          |
| Rohlig Suus Logistics S.A. Oddział Gdańsk                        | Gdańsk           | ul. Bysewska 18            | +48 56 7353600 | gdansk@suuslogistics.pl           | <a href="http://www.suuslogistics.pl">http://www.suuslogistics.pl</a>   | 251 to 500          |
| ROHLIG SUUS Logistics SA   | Piaseczno        | ul. Jana Pawła II 66       | +48 22 7377575 | office@suus.com                   | <a href="http://www.suuslogistics.pl">http://www.suuslogistics.pl</a>   | 251 to 500          |
| ROHLIG SUUS Logistics SA Oddział Cargo                           | Warszawa         | ul. Wirażowa 35 pok. 311   | +48 22 6068856 | cargo@suuslogistics.pl            | <a href="http://www.suuslogistics.pl">http://www.suuslogistics.pl</a>   | 251 to 500          |
| ROHLIG SUUS Logistics SA Oddział Poznań                          | Tarnowo Podgórne | Sady                       | +48 61 6560300 | poznan@suus.com                   | <a href="http://suus.com">http://suus.com</a>                           | 251 to 500          |
| ROHLIG SUUS Logistics SA Oddział w Bydgoszczy                    | Bydgoszcz        | ul. Pilicka 6              | +48 52 3718052 | bydgoszcz@suuslogistics.pl        | <a href="http://www.suuslogistics.pl">http://www.suuslogistics.pl</a>   | 251 to 500          |
| ROHLIG SUUS Logistics SA Oddział w Gdyni                         | Gdynia           | ul. Wiśniewskiego Janka 31 | +48 58 7379028 | gdynia@suuslogistics.pl           | <a href="http://www.suuslogistics.pl">http://www.suuslogistics.pl</a>   | 251 to 500          |
| ROHLIG SUUS Logistics SA Oddział w Krakowie                      | Skawina          | ul. Krakowska 87a          | +48 12 3796161 | krakow@suuslogistics.pl           | <a href="http://www.suuslogistics.pl">http://www.suuslogistics.pl</a>   | 251 to 500          |
| ROHLIG SUUS Logistics SA Oddział w Łodzi                         | Łódź             | ul. Rokicińska 168         | +48 42 2092250 | lodz@suuslogistics.pl             | <a href="http://www.suuslogistics.pl">http://www.suuslogistics.pl</a>   | 251 to 500          |
| ROHLIG SUUS Logistics SA Oddział we Wrocławiu                    | Kobierzyce       | Bielany Wrocławskie        | +48 71 7225597 | wroclaw@suuslogistics.pl          | <a href="http://www.suuslogistics.pl">http://www.suuslogistics.pl</a>   | 251 to 500          |
| Schenker Sp. z o.o.  | Warszawa         | ul. Ordon 2a               | +48 22 5321100 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Białystok                            | Białystok        | ul. Elewatorska 9          | +48 85 6644999 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Bydgoszcz                            | Bydgoszcz        | ul. Fordońska 266          | +48 52 3762655 |                                   | <a href="http://www.dbschenker.pl">http://www.dbschenker.pl</a>         | 1500                |
| Schenker Sp. z o.o. Oddział Gdynia                               | Gdynia           | ul. Hutnicza 36            | +48 58 6674300 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Kielce                               | Kielce           | ul. Długa 37               | +48 41 3477477 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Konin                                | Konin            | ul. Szpitalna 45           | +48 63 2457691 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Koszalin                             | Koszalin         | ul. Przemysłowa 8          | +48 94 3485070 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Kraków                               | Kraków           | ul. Kamienna 10-12         | +48 12 6316655 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Lublin                               | Lublin           | ul. Krochmalna 8           | +48 81 5360340 |                                   | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Olsztyn                              | Olsztyn          | ul. Lubelska 5             | +48 89 5329900 |                                   | <a href="http://www.dbschenker.pl">http://www.dbschenker.pl</a>         | 1600                |

## Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME   | Town  | Adress                             | Telefon          | E-mail   | Website   | Number of employees |
|--|---|------------------------------------|------------------|--|---|---------------------|
| Schenker Sp. z o.o. Oddział Poznań                 | Tarnowo Podgórne                                      | ul. 25 Stycznia 18                 | +48 61 8966200   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Rzeszów                | Głogów Małopolski                                     | Rudna Mała 47                      | +48 17 8642954   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Szczecin               | Szczecin  | ul. Pomorska 66                    | +48 91 4647444   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Wrocław                | Wrocław   | ul. Krzemieniecka 116              | +48 71 3580300   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Zielona Góra           | Zielona Góra  | ul. Dworcowa 39                    | +48 68 3292030   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Schenker Sp. z o.o. Oddział Katowice               | Pyskowice   | ul. Poznańska 10                   | +48 32 3388345   |  | <a href="http://www.dbschenker.com.pl">http://www.dbschenker.com.pl</a> | 1600                |
| Spedimex Sp. z o.o.                                | Stryków   | Sosnowiec 15A 36                   | +48 42 6164100   | <a href="mailto:spedimex@spedimex.pl">spedimex@spedimex.pl</a> | <a href="http://www.spedimex.pl">http://www.spedimex.pl</a>             | 569                 |
| Takt Sp.j. Kwiatkowski i Międzel                   | Bolesław  | Bukowno                            | +48 32 2957000   | <a href="mailto:office@takt.com.pl">office@takt.com.pl</a>     | <a href="http://www.takt.pl">http://www.takt.pl</a>                     | 658                 |
| Tompol S.A.  | Tomaszów Mazowiecki                                   | ul. Wysoka 61/65                   | +48 44 7244648   | <a href="mailto:tompol@tompol.com.pl">tompol@tompol.com.pl</a> | <a href="http://www.tompol.com.pl">http://www.tompol.com.pl</a>         | 251 to 500          |
| Trade Trans Sp. z o.o. Przedsiębiorstwo Spedycyjne | Warszawa  | ul. Leszno 12                      | +48 22 5340300   | <a href="mailto:psst@tradetrans.pl">psst@tradetrans.pl</a>     | <a href="http://www.tradetrans.pl">http://www.tradetrans.pl</a>         | 341                 |
| Univeg Logistics Poland Sp. z o.o.                 | Żabia Wola  | ul. Wiśniowa 1                     | +48 46 8578118   | <a href="mailto:grupa@univeg.pl">grupa@univeg.pl</a>           | <a href="http://www.univeg.com">http://www.univeg.com</a>               | 551                 |
| Vive Textile Recycling Sp. z o.o.                  | Kielce  | ul. Olszewskiego 6                 | +48 41 3675948   | <a href="mailto:vive@vive.com.pl">vive@vive.com.pl</a>         | <a href="http://www.vive.com.pl">http://www.vive.com.pl</a>             | 420                 |
| Wincanton Polska Sp. z o.o.                        | Piaseczno   | Łoziska                            | +48 22 7116000   | <a href="mailto:office@wincanton.pl">office@wincanton.pl</a>   | <a href="http://www.wincanton.pl">http://www.wincanton.pl</a>           | 800                 |
| Wincanton Trans European Polska Sp. z o.o.         | Łoziska   | ul. Kolejowa 1                     | +48 61 6640662   | <a href="mailto:office@wincanton.pl">office@wincanton.pl</a>   | <a href="http://www.wincanton.pl">http://www.wincanton.pl</a>           | 450                 |
| Zakłady Remontowe Energetyki Katowice SA           | Katowice  | ul. Jankego 13                     | +48 32 7898201   | <a href="mailto:zre@zre.com.pl">zre@zre.com.pl</a>             | <a href="http://www.zre.com.pl">http://www.zre.com.pl</a>               | More than 1000      |
| <b>ROMANIA</b>                                     |   |                                    |                  |  |   |                     |
| AQUILA PART PROD COM                               | Ploiesti  | 105A Malu Rosu Street              | +40 244 59.47.93 | <a href="mailto:main@aquila.ro">main@aquila.ro</a>             | <a href="http://www.aquila.ro">http://www.aquila.ro</a>                 | 1712                |
| ARCOLINE   | Oradea  | 7 Borsului Way, 2nd floor, app. 10 | +40 259 41.12.89 | <a href="mailto:arcoline@rdslink.ro">arcoline@rdslink.ro</a>   | <a href="http://www.arcoline.ro">http://www.arcoline.ro</a>             | 304                 |
| ARDEALUL   | Carei   | 24 Al.I. Cuza Street               | +40 261 86.23.01 | <a href="mailto:ardealul@ardealul.ro">ardealul@ardealul.ro</a> | <a href="http://www.ardealul.ro">http://www.ardealul.ro</a>             | 282                 |
| DHL INTERNATIONAL ROMANIA                          | Bucuresti   | 169 Floreasca Way, 8th floor       | +40 21 222.17.71 | <a href="mailto:rodhl@dhl.com">rodhl@dhl.com</a>               | <a href="http://www.dhl.ro">http://www.dhl.ro</a>                       | 450                 |
| DSV SOLUTIONS                                      | Dragomiresti Vale township, Dragomiresti Deal village | 287/1 DE Street                    | +40 21 431.31.00 | <a href="mailto:sales@ro.dsv.com">sales@ro.dsv.com</a>         | <a href="http://www.dsv.com/ro">http://www.dsv.com/ro</a>               | 273                 |

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME  | Town                           | Adress  | Telefon          | E-mail                                      | Website  | Number of employees |
|---|--------------------------------|---|------------------|---|--|---------------------|
| FAN COURIER EXPRESS                         | Stefanestii de Jos             | 32 Soseaua de Centura                             | 409,336          | fan@fancourier.ro                           | <a href="http://www.fancourier.ro">http://www.fancourier.ro</a>  | 1137                |
| FM ROMANIA                                  | Dudestii Noi                   | National Road DN 6, Km 570+190, right side        | +40 256 27.09.93 | contact@fmlogistic.ro                       | <a href="http://www.fmlogistic.com">http://www.fmlogistic.com</a>  | 557                 |
| KARL HEINZ DIETRICH INTERNATIONAL EXPED     | Otopeni                        | 61-63 Horea, Closca si Crisan Street              | +40 21 203.00.00 | bukarest@dietrich-logistic.com              | <a href="http://www.dietrich.ro">http://www.dietrich.ro</a> ,<br><a href="http://www.dietrich-logistic.com">http://www.dietrich-logistic.com</a> | 483                 |
| KLGEUROPE LOGISTICS                         | Bolintin Deal                  | 9 Industriilor Street, Bucharest-Pitesti, 23rd Km | +40 21 408.40.40 | sales@ro.klgeurope.com                      | <a href="http://www.klgeurope.com">http://www.klgeurope.com</a> ,<br><a href="http://www.klg-logistics.com">http://www.klg-logistics.com</a>     | 327                 |
| LESCACI COM                                 | Negresti-Oas                   | Victoriei Street, 3/c bldg, groundfloor           | +40 261 85.34.20 | lescacicom@gmail.com                        |  | 465                 |
| METALTRADE INTERNATIONAL                    | Galati                         | 1 Basarabiei Street                               | +40 236 44.92.15 | office@metaltrade.ro                        | <a href="http://www.metaltrade.ro">http://www.metaltrade.ro</a>  | 296                 |
| ND LOGISTICS ROMÂNIA                        | Chiajna                        | 1-7 Italia Street                                 | +40 21 223.03.10 | mihai.barbu@norbert-dentressangle.com       | <a href="http://www.norbert-dentressangle.com">http://www.norbert-dentressangle.com</a>  | 275                 |
| SCHENKER ROMTRANS                           | Bucharest                      | 196 C, Rahovei Way                                | +40 21 234.00.00 | office@dbshenker-romtrans.com               | <a href="http://www.dbshenker-romtrans.com">http://www.dbshenker-romtrans.com</a>  | 1059                |
| SELINA                                      | Oradea                         | 14/A Borsului Way                                 | +40 259 41.18.02 | secretariat@selina.ro                       | <a href="http://www.selina.ro">http://www.selina.ro</a>  | 670                 |
| SOCEP                                       | Constanta                      | Dana 34 Port Premises, Constanta                  | +40 241 60.22.45 | socep@socep.ro                              | <a href="http://www.socep.ro">http://www.socep.ro</a>  | 440                 |
| TCE TRANSEXRESS LLC - member of TCE Holding | Bucharest                      | 24-26 Sabareni Road                               | +40 21 9339      | comenzi@tcelogistic.ro                      | <a href="http://www.9339.ro">http://www.9339.ro</a> ,<br><a href="http://www.tceholding.ro">http://www.tceholding.ro</a>                         | 294                 |
| TRANSCONDOR                                 | Arad                           | 1 Dumbrava Rosie Street, West Industrial Area     | +40 357 40.30.35 | cristina.ardelean@norbert-dentressangle.com | <a href="http://www.norbert-dentressangle.com">http://www.norbert-dentressangle.com</a>  | 408                 |
| UNICOM TRANZIT                              | Voluntari                      | 125/9 Campul Pipera Street, 2nd floor             | +40 21 232.98.92 | tranzit@unicom-group.ro                     | <a href="http://www.unicom-group.ro">http://www.unicom-group.ro</a>  | 352                 |
| URGENT CURIER                               | Bucharest                      | 5 Cap. Anghelache Ivan Street, bldg. M32, app. 24 | +40 21 336.60.23 | office@urgent-curier.ro                     | <a href="http://www.urgent-curier.ro">http://www.urgent-curier.ro</a>  | 548                 |
| <b>UKRAINE</b>                              |                                |   |                  |   |  |                     |
| AHROSPETSMONTAZHNYK Collective JV           | Yasynuvata, Donetsk Reg.       | Ordzhonikidze St.179                              | 380,623,662,474  |   |  | 600                 |
| Asstra UKRAINE Ltd                          | Kyiv                           | Moskovskiy Ave.9 Block 2 Floor 2                  | +380 44 5864535  | office@asstra.kiev.ua                       | <a href="http://www.asstra.kiev.ua">http://www.asstra.kiev.ua</a>  | 700                 |
| AVLITA Stevedoring Company, PrivJSC         | Sevastopol, Republic of Crimea | Prymorska St.2h                                   | 380,692,926,402  | avlita@avlita.com                           | <a href="http://www.avlita.com">http://www.avlita.com</a>  | 750                 |



### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME  | Town                            | Adress                    | Telefon         | E-mail                        | Website   | Number of employees |
|---|---------------------------------|---------------------------|-----------------|-------------------------------|---|---------------------|
| DIAD Ltd                                    | Donetsk                         | Bakhmetieva St.46a        | +380 62 3019302 | office@dn.diad.com.ua         | <a href="http://www.diad.com.ua">http://www.diad.com.ua</a>                       | 1500                |
| EUROEXPRESS POSHTA Ltd                      | Kyiv                            | Poliarna St.20            | +380 44 4969060 | office@euroexpress.net.ua     | <a href="http://www.euroexpress.net.ua">http://www.euroexpress.net.ua</a>         | 500                 |
| FUNDAMENT TRANS Ltd                         | Kyiv                            | Kolektorna St.1d          | +380 44 5656765 | fundam@ukrpost.ua             | <a href="http://www.fundament.com.ua">http://www.fundament.com.ua</a>             | 320                 |
| ILICHIVSKZOVNISHTRANS PrivJSC               | Illichivsk, Odesa Reg.          | Promyslova St.2           | 380,486,861,500 | market@ivt.il.od.ua           | <a href="http://www.ivt.il.od.ua">http://www.ivt.il.od.ua</a>                     | 500                 |
| INTERTRANS GROUP Ltd, Lviv Affiliate        | Lviv                            | Horodotska St.128         | +380 32 2971336 | secretar@dkvp.lviv.ua         |   | 800                 |
| KAMAZ-TRANS-SERVICE Ltd                     | Rivne                           | Kyivska St.64a            | 380,362,223,375 | admin@kts.rivne.com           | <a href="http://www.kts.rovno.ua">http://www.kts.rovno.ua</a>                     | 500                 |
| KUEHNE + NAGEL UKRAINE                      | Hostomel, Kyiv Reg.             | Sadova St.26a             | +380 44 4903232 | info.kiev@kuehne-nagel.com    | <a href="http://www.kuehne-nagel.com">http://www.kuehne-nagel.com</a>             | 650                 |
| Motor Transport Enterprise No 14854, Ltd    | Mykolaiv                        | Enhelsa St.47             | 380,512,230,066 | ukrugavto@farlep.mk.ua        |   | 300                 |
| Motor Transport Enterprise No 16363, PubJSC | Kharkiv                         | Rohanska St.160           | +380 57 7518923 | ssm@atp16363.org.ua           | <a href="http://www.atp16363.org.ua">http://www.atp16363.org.ua</a>               | 300                 |
| NEWTON Holding                              | Cherkasy                        | Smilianska St.131         | 380,472,631,642 | newton@neocm.com              | <a href="http://www.newton.com.ua">http://www.newton.com.ua</a>                   | 500                 |
| ORLANTRANS PubJSC                           | Lviv                            | Plastova St.4             | +380 32 2940305 | otg@otg.kiev.ua               | <a href="http://www.orlantrans.com">http://www.orlantrans.com</a>                 | 400                 |
| RABEN UKRAINE Ltd                           | Brovarskiy Dist., Kyiv Reg.     | Velyka Dymerka            | +380 44 4597200 | ukraine.info@raben-group.com  | <a href="http://www.raben-group.com">http://www.raben-group.com</a>               | 650                 |
| RAPID Production Company, JSC               | Kyiv                            | Zroshuvalna St.7          | +380 44 5662097 | info@rapid.com.ua             |   | 600                 |
| RISOIL TERMINAL Ltd                         | Illichivsk, Odesa Reg.          | Korabelna St.4 Office 2   | 380,482,304,903 | kiev_office@risoil.com        | <a href="http://www.risoil.com">http://www.risoil.com</a>                         | 500                 |
| Skadovsk State Trading Sea Port             | Skadovsk, Kherson Reg.          | Proletarska St.2          | 380,553,754,590 | skadport@askad.net            |   | 300                 |
| TRANS-SERVICE-1 Ltd                         | Pustomytivskiy Dist., Lviv Reg. | Stavchany                 | +380 32 2421288 | office@trans-service-1.com.ua | <a href="http://www.trans-service-1.com.ua">http://www.trans-service-1.com.ua</a> | 500                 |
| UKRAINIAN CARGO COURIERS GSC (UVK)          | Kyiv                            | Shose Stolichne 100       | +380 44 4905225 | info@uvk.ua                   | <a href="http://uvk.ua">http://uvk.ua</a>   | 500                 |
| Ukrainian-Danube Steamship Company, Pub JSC | Izmail, Odesa Reg.              | Chervonoflotska St.28     | 380,484,125,550 | udp_t@udp.izmail.uptel.net    |   | 6000                |
| UKRTRANS PubJSC                             | Kyiv                            | Saksahanskoho St.83a      | +380 44 5916336 | info@ukrtrans.org.ua          | <a href="http://www.ukrtrans.org.ua">http://www.ukrtrans.org.ua</a>               | 300                 |
| VINIL Wallpaper Factory, Ltd                | Dnipropetrovsk                  | Heroiv Stalingradu St.174 | +380 56 3736262 | info@lanita.com.ua            | <a href="http://www.lanita.com.ua">http://www.lanita.com.ua</a>                   | 500                 |

### BELORUSSIA

### Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova

| NAME  | Town                | Adress                        | Telefon         | E-mail                  | Website   | Number of employees |
|---|---------------------|-------------------------------|-----------------|-------------------------|---|---------------------|
| Avalon-M LLC  | Minsk               | 2/17 Masyukovscina passway    | +375 17 2059013 | avalon-m@tut.by         |   | 330                 |
| Belintertrans LLC   | Minskiy district    | Kasyn                         | +375 17 5059201 | bitrans@nsys.by         | <a href="http://www.bitrans.by">http://www.bitrans.by</a>                 | 400                 |
| Belintertrans Republican Forwarding Unitary Ent. Traffic and Logistic Center UE | Minsk               | 13 Brest-Litovskaya Street    | +375 17 2251219 | marketing@belint.by     | <a href="http://belint.by">http://belint.by</a>                           | 1000                |
| Belmagistralautotrans JSC   | Minsk               | 39 Babushkina Street          | +375 17 2918990 | magistr@bmat.by         | <a href="http://www.bmat.by">http://www.bmat.by</a>                       | 300                 |
| Belsotra LLC  | Minsk               | 21a Kulman Street             | +375 17 2886113 | info@rudolf.by          | <a href="http://www.rudolf.by">http://www.rudolf.by</a>                   | 286                 |
| Brestvneshtans Joint Co., LLC   | Brest               | 36 Dubrovskaya Street         | 375,162,292,211 | info@brestvneshtans.com | <a href="http://www.brestvneshtans.com">http://www.brestvneshtans.com</a> | 350                 |
| JENTY-International Freight Forwarding Group of Companies                       | Minsk               | 15 P.Brovki Street            | +375 17 2892514 |                         | <a href="http://www.jentycargo.com">http://www.jentycargo.com</a>         | 650                 |
| Lorry Fleet 1   | Grodno              | 256 Suvorova Street           | 375,152,551,253 | ptogap1@ya.ru           |   | 280                 |
| M&M Militzer & Munch Joint Co., LLC   | Minsk               | 1-902 Melezha Street          | +375 17 2684111 | info@mum.by             | <a href="http://www.mum.by">http://www.mum.by</a>                         | 350                 |
| Mogilevkhimvolokno JSC  | Mogilev             | p/o 35                        | 375,222,499,985 | market@khimvolokno.by   | <a href="http://www.khimvolokno.by">http://www.khimvolokno.by</a>         | 8000                |
| Orsha Aircraft Repair Plant JSC   | Orshanskiy district | Bolbasovo                     | 375,216,298,012 | acrp@mail.ru            |   | 640                 |
| Suzorie LLC   | Polotsk             | 45, 5 Trosnitskiy Side street | 375,214,443,805 | info@suzorie.com        | <a href="http://www.suzorie.com">http://www.suzorie.com</a>               | 500                 |
| Vitebsk Department of Belarusian Railway Transport Republican Unitary Ent.      | Vitebsk             | 10 Kosmonavtov Street         | 375,212,379,312 | nods1@vtb.rw.by         | <a href="http://vtb.rw.by">http://vtb.rw.by</a>                           | 10000               |
| WestTransLine LLC, JV   | Minsk               | 34 Pionerskaya Street         | +375 17 2024545 | office@wtl.by           | <a href="http://www.wtl.by">http://www.wtl.by</a>                         | 500                 |

**Source: Database Kompas**

**Appendix 8. The offer with the cost of transportation and all necessary payments for the export of perishable goods in refrigerated rail sections**

Cargo: **Fresh fruits, vegetables**

Code of body: **ГНГ/ ETCPT 0809100 / 051**

Country, station of departure: **Moldova, Chisinau, Balti -city, Cahul**

Country, station of destination: **Russia, Ekaterenburg**

Border crossing: **Valcinet/Moghilev Podolsky – Zernovo/Suzemka**

Type of rolling stock: **Reflection consisting of 4 cargo cars**

| Route of forwarding                       | Distance km | Calculated weight, tons | Per ton, USD | Per car, USD | Total per 4 cargo cars in USD |
|---|-------------|-------------------------|--------------|--------------|-------------------------------|
| Balti-city- Valcinet-Zernovo-Ekaterenburg | 3083        | 35                      | 348.28       | 12189.80     | 48759.20                      |
| Chisinau- Valcinet-Zernovo-Ekaterenburg   | 3268        | 35                      | 362.62       | 12694.70     | 50766.80                      |
| Cahul- Valcinet-Zernovo-Ekaterenburg      | 3539        | 34                      | 381.23       | 13343.05     | 53372.20                      |

**The rates include the cost of the following additional duties and services:**

- throughout Moldova: railway rate, customs inspection
- throughout Ukraine: railway rate, single duty, customs inspection
- throughout Russia: railway rate, document of control of the delivery of goods

**The rates do NOT include the cost of:**

- transit declaration throughout Ukraine – 30 USD/deal
- forwarding of telegram – 5 USD /order
- financial guarantee throughout Ukraine depending on the amount of the customs debt (for the calculation of the financial guarantee, the invoice with the data of quantity and price per kg is needed)
- additional duties of the station of departure / destination, delivery / cleaning, loading / unloading, etc.) that are paid by the Consignor / Consignee
- possibility of idle en road due not because of the default of the JSC “GRADALOGISTIC”.

**For the transportation the following documents must be submitted:**

- import quarantine permit issued by the authorized bodies of the RF before the departure of cars from Moldova; phyto-sanitary certificate, certificate of origin, certificate of quality

**Term of delivery:**

- is calculated given 320 km / day (every day started is deemed as full day). The days of delivery are added by 1 day for each of the crossing points plus 1 day for unloading and loading.

**Additionally associated services offered:**

- tracking the car en route – 8 USD / car

The rates are valid **from 10 January 2012 till 31 January 2013** provided the conditions are not changed by the railway administrations and the calculation cross-rates do not change.

**Appendix 9. International confirmed rules on railway transportation of perishable load in refrigerated wagons (transportation deadlines)**

| Name of cargo   | April – June                                    | July – August                                   | September – October                             | November  | Winter time                                     |
|---|---|---|---|---|---|
|   | <i>In refrigerator vans with cooling system</i> | <i>In refrigerator vans with cooling system</i> | <i>In refrigerator vans with cooling system</i> | <i>In refrigerator vans with cooling system</i> | <i>In refrigerator vans with heating system</i> |
| <b>1. Apples:</b>   |   |   |   |   |   |
| Early maturing  | 20 <sup>1</sup>                                 | 20 <sup>1</sup>                                 | -   | -   | -   |
| Late maturing   | -   | 30/25   | 30  | 30  | 30  |
| After winter storage  | 15  | -   | -   | -   | -   |
| <b>2. Pears:</b>  |   |   |   |   |   |
| Early maturing  | 12  | 12  | -   | -   | -   |
| Late maturing   | -   | 15  | 25/18   | 30  | 20  |
| After winter storage  | 10  | -   | -   | -   | -   |
| <b>3. Quince, persimmon (unripe)</b>                              | -   | -   | 30  | 30  | 20  |
| <b>4. Persimmon (unripe)</b>                                      | -   | -   | 30  | 30  | -   |
| <b>5. Plum, cherry plum</b>                                       | 12  | 12  | 12  | -   | -   |
| <b>6. peach, apricots</b>   | 10  | 12  | 12  | -   | -   |
| <b>7. Sweet cherry</b>  | 8   | 10  | -   | -   | -   |
| <b>8. Sour cherry, black, white and red currant, , gooseberry</b> | 7   | 7   | -   | -   | -   |
| <b>9. Large-fruited strawberry</b>                                | 3   | 3   | -   | -   | -   |
| <b>10. New year table variety grapes</b>                          | 10  | 18  | 20  | 15  | 15  |
| <b>11. Cranberry</b>  | -   | 15  | 20  | 30  | 30<br>No heating system                         |
| <b>12. Cow-berry</b>  | -   | 12  | 12  | 30  | As well   |
| <b>13. Citrus fruits</b>  | 25  | 25  | 25  | 25  | 25  |

**Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova**

| Name of cargo  | April – June                                    | July – August                                   | September – October                             | November  | Winter time                                     |
|--|---|---|---|---|---|
|  | <i>In refrigerator vans with cooling system</i> | <i>In refrigerator vans with cooling system</i> | <i>In refrigerator vans with cooling system</i> | <i>In refrigerator vans with cooling system</i> | <i>In refrigerator vans with heating system</i> |
| <b>14. Fresh pomegranates</b>  | -   | -   | 30  | 30  | 30  |
| <b>15. Cabbage:</b>  |   |   |   |   |   |
| Early matured in container   | 14  | 15  | -   | -   | -   |
| Min season, in container   | -   | 18  | 25  | -   | -   |
| Mid season and late ripe, in container                               | -   | -   | 30  | 30  | 15  |
| In bulk  | -   | -   | -   | -   | -   |
| <b>16. Cauliflower</b>   | -   | 7   | 10  | 12  | 10  |
| <b>17. Grocery potatoes, in container</b>                            |   |   |   |   |   |
| Early crop   | 14  | 15  | -   | -   | -   |
| Late crop  | 20*   | -   | 30  | 30  | 25  |
| Late crop in bulk  | -   | -   | -   | -   | -   |
| <b>18. Young fresh roots and root vegetables, greenly and topped</b> | 5   | 5/7   | 5/7   | -/7   | -   |
| <b>19. Grocery carrot</b>  | 8   | 12  | 15  | 10  | 8   |
| <b>20. topped table beet:</b>  |   |   |   |   |   |
| In container   | 10  | 15  | 30  | 30  | 30  |
| In bulk  | -   | -   | -   | -   | -   |
| <b>21. Horseradish root in container</b>                             | 10  | 15  | 30  | 30  | 30  |
| <b>22. Огурцы:</b>   |   |   |   |   |   |
| earth  | 7   | 9   | 9   | -   | -   |
| Frame-raised   | 6   | 6   | 6   | 6   | 6   |
| <b>23. Pumpkins:</b>   |   |   |   |   |   |

**Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova**

| Name of cargo  | April – June  | July – August                                   | September – October                             | November  | Winter time                                     |
|--|---|---|---|---|---|
|  | <i>In refrigerator vans with cooling system</i>               | <i>In refrigerator vans with cooling system</i> | <i>In refrigerator vans with cooling system</i> | <i>In refrigerator vans with cooling system</i> | <i>In refrigerator vans with heating system</i> |
| In container   | 10  | 20  | 30  | 30  | 30  |
| In bulk  | -   | -   | -   | -   | -   |
| <b>24. Water melons:</b>   |   |   |   |   |   |
| In container   | -   | 20  | 25  | 20  | 10  |
| In bulk  | -   | -   | -   | -   | -   |
| <b>25. Melons in container</b>                                   | -   | 20  | 20  | 15  | 10  |
| <b>26. Tomatoes:</b>   |   |   |   |   |   |
| pink   | 10  | 10  | 12  | 12  | -   |
| Dark reddish   | 15  | 15  | 15  | 15  | 12  |
| Light reddish  | 15  | 15  | 15  | 10  | 12  |
| <b>27. egg-plants, sweet pepper</b>                              | 12  | 12  | 12  | 12  | 12  |
| <b>28. Summer squash</b>   | 12  | 12  | 12  | 12  | 12  |
| <b>29. Fresh potherb (green onion, lettuce, spinach, radish)</b> | 3   | 4   | 4   | 4   | -   |
| <b>30. New crop garlic</b>                                       | 15  | 18  | 30  | 30  | 30  |
| <b>31. Fresh onion, cased (unpacked) and in bags (packed)</b>    | 15/10   | 20/15   | 30/20   | 30/20   | 20/12   |
| <b>32. Plants and seed material</b>                              | Mode of shipping and deadlines are established by the shipper |   |   |   |   |
| <b>33. Green bananas</b>   | 10**  | 10**  | 10**  | 10**  | 10**  |
| <b>34. frozen fruits and vegetables</b>                          | 30  | 30  | 30  | 30  | 30  |

Source: Data submitted by the state company "Calea Ferată a Moldovei".



**Notes:**

1. Shipping deadline for early ripe sorts of apples: Papirovka, White transparent, Tashkent Borovnika and Samarkand apples shall not exceed 10 days.
2. In case of places where October, November, March and April are winter time months, the shipping mode and deadline are established according to the winter time (the last column).
3. Frozen and surface frozen apples, cranberries and other fruits and vegetables in winter time, as well as fresh potatoes for industrial processing during the whole year shall be shipped in covered trucks on condition that shipper indicates in the column "shipper special remarks" of the invoice and in the quality proving accompanying papers that the products are frozen or surface frozen, or that they are intended for industrial processing.
4. The sign "-" indicates the fact that no shipping will be carried out.
5. The sign "\*" indicates the fact that deadlines established for late ripe potatoes after winter storing.
6. Number 18 indicates deadlines for young greenly roots and root vegetables in the denominator: no pot herbs.
7. The sign "\*\*\*" indicates shipping deadlines for green bananas with no spoilage and yellow fruits.

**Appendix 10. List of local companies holding Rosspotrebnadzor permits for the import of fruits and vegetables to Russia**

| Exporter                 | Registration number, tax code | Registered address   |
|--------------------------|-------------------------------|--|
| CS„PREMIUM FRUCT”        | 1009600001038                 | Chisinau municipality, Revaca village, 19 M.Dosoftei Street, MD-2029 |
| LLC „CODRU – ST”         | 1002601004288                 | Bucovat village, Straseneni district; 33/A Stefan cel Mare Street    |
| LLC „AGRO-PRODUCT”       | 1003604152040                 | Colicauti village, Briceni district                                  |
| LLC "AGROPOMFRUCT"       | 1003607000980                 | Niorcani village, Soroca district                                    |
| LLC „MONICOL”            | 1002600021488                 | Chisinau, 19 Decebal Av., app.37                                     |
| LLC „AGRODENIDAN”        | 1004604001639                 | Cotuieni village, Briceni district                                   |
| LLC “EXARDIV COM”        | 1004600053537                 | Revaca village, Singera town   |
| JSC " ALFA-NISTRU"       | 1003607003132                 | Soroca city, 131 Stefan cel Mare Street                              |
| LLC "BALCOM AGRO GRUP"   | 1006600049679                 | Romanesti village, Straseneni city                                   |
| LLC" PRODCAR"            | 1002600039500                 | Negureni village, Telenesti district                                 |
| LLC"L.G.V.D.-AGRO"       | 1006600025901                 | Negresti village, Straseneni district                                |
| TC. "VITALIFRUCT-EXPO"   | 1003600074067                 | Chistelnita village, Telenesti city                                  |
| LLC"DARURILE BASARABIEI" | 1010602003779                 | Malinovskoe village, Riscani district                                |
| LLC „RUSFRUCT”           | 1009604002608                 | Colicauti village, Briceni district                                  |
| LLC"IVECON-TRANS"        | 1002600051274                 | Chisinau, 13/2 Traian Av., of.59                                     |
| LLC"PLAIUL BÎRLĂDEAN"    | 1003604009557                 | Birladeni village, Ocnita district                                   |
| LLC „ANDE-TRANS”         | 1003605002418                 | Hincesti city, 108 Mihalcea Hincu Street                             |
| LLC„GRINVITAS”           | 1002600031973                 | Chisinau municipality, 8 Lomonosov Street, app.20                    |
| TC. "GRINVITAS-NORD"     | 1004604005718                 | Pocrovca village, Donduseni district                                 |
| TC. "SAMIRALAGRO"        | 1005600052434                 | Zaicana village, Criuleni district                                   |

|                              |               |   |
|------------------------------|---------------|---|
| <b>TC."AREMAX-RPR"</b>       | 1007602008303 | Balti municipality, 136 Sorocii Street                      |
| <b>TC. "VETAVEX PRME"</b>    | 1005600057820 | Pitusca village, Calarasi district                          |
| <b>TC "AMG-KERNEL"</b>       | 1003607003187 | Soroca city, 35 Cosauti Street                              |
| <b>ME "CCI-RUMO"</b>         | 1009600029483 | Chisinau municipality, 45 Banulescu Bodoni Street, app. 210 |
| <b>SP „GHEORGHE-BOTNARU"</b> | 1003600069201 | Lozova village, Straseni district                           |
| <b>CS „ORHEI FRUCT"</b>      | 1006606002601 | Malaiesti village, Orhei district                           |
| <b>CS „EDINFRUCT-MEEX"</b>   | 1009604003339 | Edinet city, 88 Independentei Street                        |
| <b>LLC „ELIT FRUCT"</b>      | 1011600009394 | Ustia village, Dubasari district                            |
| <b>LLC„VICMAR-AGRO"</b>      | 1003604008055 | Grimancauti village, Briceni district                       |
| <b>LLC „VIVA IGNA"</b>       | 1003604005076 | 17 Livezilor Street, Grimancauti village, Briceni           |
| <b>LLC „EXMEFRUCT"</b>       | 1008604004775 | Colicauti village, Briceni district                         |
| <b>LLC „SMEPLUEXME"</b>      | 1009604001092 | Colicauti village, Briceni district                         |
| <b>LLC „NIC-OL"</b>          | 1002604001967 | Edinet city, 13 V. Micle Street                             |
| <b>LLC "VILORA-V.S."</b>     | 1002604001451 | Stolniceni village, Edinet district                         |
| <b>LLC "JORA DE MIJLOC"</b>  | 1003606000259 | Jora de Mijloc village, Orhei district                      |
| <b>LLC „MERE-NORD-AV"</b>    | 1003604000118 | 3 Gribovca Street, Edinet city                              |
| <b>LLC „REFORMA CM"</b>      | 1002604000030 | Terbana village, Edinet district                            |
| <b>LLC „MAETA" LLC</b>       | 1003607150508 | Floresti city, 38 Mihai Viteazu Street, of. 14              |
| <b>LLC „SANT-AGRO-S-C"</b>   | 1004607002132 | Cunicea village, Floresti district                          |
| <b>LLC „ANTADRO"</b>         | 1002607001267 | Gura Camencii village, Floresti district                    |
| <b>LLC „IONEX TRANS"</b>     | 1003601007150 | Costesti village, Ialoveni district                         |

|                                     |               |   |
|-------------------------------------|---------------|---|
| <b>LLC "FORTINA-LABIS"</b>          | 1002600048032 | Floresti village, Ungheni district                                    |
| <b>LLC "SMARTA-AS"</b>              | 1004604004548 | Grimancauti village, Briceni district                                 |
| <b>G.Ț. "SCUTARU VICTOR"</b>        | 502977099     | Edinet city, 33 B. Glavan Street                                      |
| <b>LLC "PODGORENI"</b>              | 1003603003271 | Lingura village, Cantemir district                                    |
| <b>TC. " FRUCT-EXPORT-INTER"</b>    | 1005600002370 | 7/A Stefan cel Mare Street,<br>Popeasca village, Stefan Voda district |
| <b>TC. "TRANS-ORIGINAL-PRODUCT"</b> | 1007608002048 | Popeasca village, Stefan Voda district                                |
| <b>LLC "CETERONIS - ST" LLC</b>     | 1002600009541 | Cantemir city   |
| <b>TC."ANDRIDOR GRUP" LLC</b>       | 1003600167266 | Tintareni village, Anenii Noi district                                |
| <b>LLC "CAPITALAGRO-STIL"</b>       | 1010600036540 | Ialoveni district, Costesti village, Sf. Nicolae Street               |
| <b>LLC „DELACOS GRUP"</b>           | 1004600043330 | Ialoveni district, Costesti village                                   |
| <b>TC. "GENUM" LLC</b>              | 1003600163143 | Chisinau municipality, 10 Bucuresti Street                            |
| <b>LLC "TUDORINEX"</b>              | 1008609006028 | Chisinau municipality   |
| <b>LLC "OȘUN-GRUP"</b>              | 1007605000777 | Hincesti city   |
| <b>LLC "ISI-EXME"</b>               | 1011611001215 | RM, ATU Gagauzia, Comrat city, 204e Lenin Street                      |
| <b>LLC „TAIX-PRME"</b>              | 1003600169341 | Chisinau city, 184 Alba Iulia Street, 17 app.                         |
| <b>LLC "SANVILOR"</b>               | 1003600033686 | Chisinau municipality, 18/1 A. Russo Street                           |
| <b>LLC "SOLIVADA"</b>               | 1009602003232 | Ocnita city, 202 Ani ai Biruintei Street                              |
| <b>LLC "VLAGRIAL-FRUCT"</b>         | 1010606002312 | Malaiesti village, Orhei district                                     |
| <b>LLC" BONA-FRUCT"</b>             | 1011604001134 | Ocnita city, 24, 50 Let Pobedy Street, app.2                          |
| <b>LLC "BLIS-VENA"</b>              | 1009607003190 | Chisinau municipality, Bic village, 29 Gradinilor Street              |
| <b>JSC „NARZAN"</b>                 | 1003602007250 | Riscani city, 42 Rascova Street                                       |

|                                |               |   |
|--------------------------------|---------------|---|
| <b>LLC "ZGURPAC"</b>           | 1011607001847 | Drochia district, Zgurita village                                 |
| <b>LLC „EXPORTRADE"</b>        | 1011604001215 | Ocnita district, Otaci town, 1 Stefan cel Mare Street             |
| <b>LLC "SERVIC-GRUP"</b>       | 1008600007686 | Chisinau municipality, 40/1 Mircea cel Batrin Street, app. 48     |
| <b>TC. "DAVID-AGRO"</b>        | 1007600043951 | Chisinau municipality, Bacioi village, 8 Dimitrie Cantemir Street |
| <b>LLC "VELFRUCT-PRME"</b>     | 1010600024589 | 8 Dimitrie Cantemir Street, Bacioi village, Chisinau municipality |
| <b>LLC "ARAGONVIS-COM"</b>     | 1004602006733 | Racaria village, Riscani district                                 |
| <b>LLC "GLOBALFRUCT"</b>       | 1011600004920 | Chisinau city, 1 Vlaicu Aurel Street                              |
| <b>CS "FRUCTAGROCOM"</b>       | 1010600010764 | Costesti village, Ialoveni district                               |
| <b>LLC "ELS-TRANS"</b>         | 1011600000069 | Chisinau municipality, 4/226 Mesterul Manole Street               |
| <b>TC. „AGROLIBMEPEX"</b>      | 1003600090304 | Chisinau municipality, 226 Mesterul Manole Street, app. 4         |
| <b>TC. „MARVAS-GRUP"</b>       | 1007604001191 | Hodarcauti village, Ocnita district                               |
| <b>LLC „MELICATOS"</b>         | 1004600041222 | Chisinau city, 204 Alba Iulia Street, app. 12                     |
| <b>LLC "RUSNADA FRUCT"</b>     | 1009600023492 | Chisinau municipality, Durlesti town, 52/A, 27 August Street      |
| <b>LLC „SEBAX SOFT"</b>        | 1008600027518 | Vorniceni village, Straseni district                              |
| <b>LLC „LENGRUP-AGRO"</b>      | 1006600044076 | Straseni city, 12 I. Gagarin Street                               |
| <b>LLC„PALLER GRUP"</b>        | 1010607000603 | Chisinau municipality, 65/3 N.Costin Street, app. 236             |
| <b>LLC„POLITRANS-BROKER"</b>   | 1008600031425 | Chisinau city, 90 A Uzinelor Street                               |
| <b>LLC"URS BERGHER" LLC</b>    | 1003600022644 | 1 Independentei Street, Crocmaz village, Stefan Voda district     |
| <b>LLC „GOSVICCOM-AGRO"</b>    | 1003605002946 | Hincesti city, 22 Industriala Street                              |
| <b>LLC "NICOLCOM GRUP" LLC</b> | 1010600003535 | Chisinau city, 54 Muncesti Street, App.66                         |
| <b>LLC "DANIDME-PRME"</b>      | 1010600034214 | Chisinau city, 10 Miorita Street, App. 29                         |

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|--|---------------|---|
| <b>LLC „LILCORĂ”</b>                         | 200042949     | RM, Left bank of Nistru River,<br>Tiraspol city, 200 Yanvaryia Street |
| <b>LLC „SOLGON-I”</b>                        | 1003608006657 | Causeni city,<br>21 A, Polanichkin Street                             |
| <b>LLC "VITAEXPO-FRUCT"</b>                  | 1011604001411 | Briceni city, 3/2 Prieteniei<br>Street                                |
| <b>LLC "BASARABIA-AGROEXPORT"</b>            | 1003611002525 | Comrat city, 1 Tankistov Street                                       |
| <b>LLC "BAKAYAN"</b>                         | 1006611001666 | Comrat city, 207/1 Lenin Street                                       |
| <b>TC. „MELIVOR-PLUS” LLC</b>                | 1007600059404 | Chisinau municipality,<br>Straseni city, 2 Iu.Gagarin Street          |
| <b>TC. "FARM EXPO" LLC</b>                   | 1002600052020 | Chisinau municipality,<br>1 Ghiocilor Street                          |
| <b>ME "GVG-COM" LLC</b>                      | 1002600000272 | Chisinau municipality, 801<br>Muncesti Street                         |
| <b>TC. „VAMCOMPLEX" LLC</b>                  | 1003600079589 | Chisinau municipality, 801<br>Muncesti Street                         |
| <b>LLC "SOLDAV-PRME"</b>                     | 1006600035511 | Chisinau municipality,<br>141/1 Cetatea Alba Street                   |
| <b>TC. „VINEXPRME” LLC</b>                   | 1004600039917 | Chisinau municipality,<br>12 Cringului Street                         |
| <b>LLC „ARMAN-PLANT”</b>                     | 1010604000071 | Corjeuti village, Briceni district                                    |
| <b>LLC „COLICAUTANUL”</b>                    | 1003604006981 | Colicauti village, Briceni district                                   |
| <b>LLC „MUNCEL-AGRO”</b>                     | 1003604003762 | Colicauti village, Briceni district                                   |
| <b>Agricultural Company "EUROVECTOR" LLC</b> | 1003604006165 | Sirauti village,<br>Briceni district                                  |
| <b>LLC „PRME-EXPORT”</b>                     | 1011600010691 | Chisinau municipality, 801<br>Muncesti Street                         |
| <b>LLC "PARTAS"</b>                          | 1004604003851 | Criva village, Briceni district                                       |
| <b>TC. "TRITAL-NORD" LLC</b>                 | 1004604003529 | Ocnita city, 202,<br>50 Let Pobedi Street                             |
| <b>LLC "AGROUNIRE"</b>                       | 1007604006299 | Corjeuti village,<br>Briceni district                                 |
| <b>LLC "DÎNȚENARUL"</b>                      | 1003604001942 | Dinjeni village, Ocnita district                                      |
| <b>TC. "Ecospirit"</b>                       | 1007600050858 | Pirita village, Dubasari district                                     |



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|---|---------------|---|
| <b>LLC "ПО/ИЮС-АГРО"</b>                      | 1004615000984 | 114 Suworov Street, Bender city                           |
| <b>LLC "Histrios"</b>                         | 1010620001599 | Peresecina village, Orhei district                        |
| <b>Agricultural Company "F.A. RUSTAS" LLC</b> | 1004615000814 | 80B Lenina Street, Caragas village, Slobozia district     |
| <b>ME "MRC TRADE"</b>                         | 1010600020536 | Chisinau municipality, 107 Orheiului Street, app.132      |
| <b>LLC „DMEILITA-REX”</b>                     | 1002604000591 | Briceni city, 5 Ivan Turghenev Street                     |
| <b>LLC „MISTIN COM”</b>                       | 1002600050864 | MD-2014 Chisinau city, 19 Moara Rosie Street, app.8       |
| <b>LLC „AGROALT”</b>                          | 1006615000520 | Camenca city, 4 Kirova Street                             |
| <b>PTF „STOMA” LLC</b>                        | 1002602004481 | Balti municipality, 27 B Calea Iesilor Street             |
| <b>LLC „MIALEX-NORD”</b>                      | 1003607010648 | Soroca district, Vasilcau village                         |
| <b>LLC "GOTIX FRUCT"</b>                      | 1008604003714 | Edinet city, 79 Comarova Street                           |
| <b>TC. „FRIGO-TERM” LLC</b>                   | 1007604001227 | Pokrovka village, Donduseni district                      |
| <b>JSC „GHERMES-AGROSERVICE”</b>              | 1002600031261 | Chisinau municipality, 6 Calea Iesilor Street             |
| <b>Peasant Farm „CĂLDARE TMEOFEI VASILE”</b>  | 501092202     | Mindresti village, Telenesti district                     |
| <b>TC. „URSEVCOM” LLC</b>                     | 1005604003537 | Edinet city, 105 Florar Street, app.15                    |
| <b>„DMC-TRANSCOM” LLC</b>                     | 1009600026703 | Ialoveni city, 43 Alexandru cel Bun Street                |
| <b>PEASANT FARM "DULAP CONSTANTIN V"</b>      | 501983487     | Lopatnic village, Edinet district                         |
| <b>LLC „VLADFRUCTCOM”</b>                     | 1005604004028 | Briceni city, 11 Prieteniei Street                        |
| <b>LLC „GHEARTCAR-TRANS”</b>                  | 1003604005157 | Edinet city, 15 Bucovinei Street, app.37                  |
| <b>LLC „EXFRUCTTRANS”</b>                     | 1006606003343 | Malaesti village, Orhei district                          |
| <b>LLC "PRMENORD-COMER "</b>                  | 1006604004405 | Briceni city, 4/2 Stefan cel Street, app. 6               |
| <b>TC. „UNIVERSAL LOGISTIC” LLC</b>           | 1006600023181 | 27 Izvoarelor Street, Costesti village, Ialoveni district |
| <b>LLC „VIZUS-PRME”</b>                       | 1003600048615 | Chisinau city, 9 Renasterii Street, app. 50               |

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|---------------------------------|---------------|---|
| <b>TC. SOLOTRANS-AGRO" LLC</b>  | 1006600023882 | Chisinau municipality,<br>Vatra town, 2 Pruncului Street          |
| <b>LLC „GEURCOM”</b>            | 1009604003384 | Edinet city, 21 Igor Vieru Street                                 |
| <b>TC. „DIACONU-LUX” LLC</b>    | 1007600047904 | Chisinau municipality, 23 Miron Costin Street, app.49             |
| <b>TC. „POLINSIV PLUS” LLC</b>  | 1005600032306 | Chisinau municipality, 9 D.Riscanu Street, app 50.                |
| <b>LLC "AGROEXP-GRUP"</b>       | 1011600000634 | Straseni district, Vorniceni village,<br>C. Muzicescu Street      |
| <b>LLC „SALIT PME”</b>          | 1009600019703 | Chisinau city, 57 Alexandru cel Bun Street                        |
| <b>LLC „VOFRUCT”</b>            | 1010600039437 | Chisinau city,<br>20 A, Visinilor Street, app 58;                 |
| <b>TC. AGREXCOM” LLC</b>        | 1004600027783 | Chisinau city, 9 Renasterii Street, app. 50                       |
| <b>LLC „АГРОСТАР”</b>           | 1005600004994 | Slobozia city, 75 Livezilor Street                                |
| <b>LLC „TERA-FELICIA”</b>       | 1005600023302 | Chisinau municipality, 1 Ghiocilor Street                         |
| <b>LLC „SVETCONSTRUCT”</b>      | 1008604003653 | Edinet district, Cupcini village, 3 Stroitelinaea Street          |
| <b>LLC „EXPROVITAMIN”</b>       | 1008600045262 | Edinet district, Hancauti village                                 |
| <b>LLC „FRUCTAGRO-EXME”</b>     | 1011604000780 | Donduseni district, Pokrovka village                              |
| <b>LLC „ GANA -TRANS”</b>       | 1011600008043 | Chisinau city, 7 Nicolae Milescu-Spataru Street,<br>App 61.       |
| <b>LLC "MANIEXPEDTRANS"</b>     | 1003600051341 | Chisinau municipality, 4 L.Deleanu Street, app. 9                 |
| <b>LLC "TOMICOMPANY"</b>        | 1009600041984 | Chisinau municipality, 87 Mitropolitul Dosoftei Street,<br>app. 9 |
| <b>LLC "BIVAS-PRME"</b>         | 1009600041009 | Chisinau municipality, 55/1 Nicolae Costin Street, app.35         |
| <b>LLC "PARTENERAUTO-TRANS"</b> | 1010604002031 | Edinet district, Trinca village                                   |
| <b>"VARARI L.G."</b>            | 1006604005778 | Edinet city, 76 Street,<br>Alexandru cel Bun                      |
| <b>LLC "GENVAS-SORCOM"</b>      | 1010604002042 | Edinet district, Trinca village                                   |
| <b>LLC "SORSERV-PRME"</b>       | 1008604004247 | Edinet district, Trinca village                                   |

|                                 |               |   |
|---------------------------------|---------------|---|
| <b>LLC "GHEARTCAR-TRANS"</b>    | 1003604005157 | Edinet city, 15<br>Bucovinei Street, App 37                           |
| <b>LLC „PRMENORD-AUTO”</b>      | 1010604002710 | Briceni city, Stefan cel Mare<br>Street, app 6,                       |
| <b>LLC„PRO-INEDIT"</b>          | 1010600045315 | Chisinau municipality,<br>59 Mitropolit B.Bodoni Street,<br>office 6. |
| <b>LLC "EDELCOM MEPEX"</b>      | 1011600019720 | Ialoveni district<br>Sociteni village                                 |
| <b>LLC „FOCAR-AGRO"</b>         | 1003608002475 | Stefan Voda district,<br>Copceac village.                             |
| <b>LLC "COVAL&amp;CO"</b>       | 1006603004280 | Cantemir district, Cantemir city, 3<br>Mihai Viteazul Street          |
| <b>JSC "PLAI-FRUCT"</b>         | 1002601002354 | Straseni city, 2 Orheiului Street                                     |
| <b>TC. "VIN SELECT" LLC</b>     | 1003600101947 | City Straseni, 2 Orheiului Street                                     |
| <b>LLC „FRUCT-PRODUCT"</b>      | 1011604001123 | Briceni district,<br>Lipcani town, 78<br>Goncearov Street             |
| <b>TC. "RAMIALIX" LLC</b>       | 1005607000803 | Soroca city, 12<br>Alecus Russo Street                                |
| <b>LLC "AMADIV-MEPEX"</b>       | 1011606002788 | Orhei city, 23<br>Unirii Street                                       |
| <b>I.M. "ZAGNI-TRANS" LLC</b>   | 1010600040435 | Chisinau municipality,<br>12 Moara Rosie Street                       |
| <b>LLC "SAM-AGROREX"</b>        | 1008604003262 | Otaci city, 3<br>Uzinilor Street, app.2                               |
| <b>LLC "AGRO-MARDUK"</b>        | 1011604001020 | Ocnita district, Volcinet village                                     |
| <b>S.C. "MONOMEGATRANS" LLC</b> | 1006604004760 | Tirnova village, Donduseni district                                   |
| <b>LLC "DONPRODCOM"</b>         | 1003604013604 | Donduseni city, 3/a<br>Stefan cel Mare Street                         |
| <b>LLC "MIVAROSI-LUX"</b>       | 1002600044470 | Chisinau municipality, 28 Moscova<br>Av., app.8.                      |
| <b>TC."TRANSLIVAS" LLC</b>      | 1006600031340 | Danceni village, Ialoveni district                                    |
| <b>TC."DMEARNICOS" LLC</b>      | 1004604005420 | Lopatnic village,<br>Edinet district                                  |
| <b>TC."EFPG" JSC</b>            | 1004600065451 | Romanesti village Straseni<br>district                                |
| <b>JSC "BASVINEX"</b>           | 1002600019586 | Chisinau municipality, 1/7<br>Studentilor Street                      |
| <b>LLC "PANACEU COM"</b>        | 1011600015629 | Blajinilor Street, Mereni village,<br>Anenii Noi district             |

|                                      |               |   |
|--------------------------------------|---------------|---|
| <b>LLC "DELECTAR"</b>                | 1003600020617 | Chisinau municipality, Durlesti town, 59a Stejarului Street |
| <b>LLC "TRANSMEEH"</b>               | 1003601002199 | Ialoveni city, 12 A, Grigore Vieru Street                   |
| <b>З.А.О. "АГРОСТИЛЬ"</b>            | 600039524     | Slobozia District, Parcani village, 135 Lenin Street        |
| <b>LLC "TECROMA"</b>                 | 1002602005385 | Singerei district, Bilicenii Vechi village                  |
| <b>LLC "NAVI-PLUS"</b>               | 1003608004044 | Causeni city, 5 Tighina Street                              |
| <b>LLC "SAMARIU-GRUP"</b>            | 1003600120023 | Chisinau municipality, 102/6 Ismail Street                  |
| <b>LLC "EXPO-PROGRESS"</b>           | 1011606003235 | Slobozia-Hodorogea village, Orhei district                  |
| <b>LLC "CHIAOLA-GRUP"</b>            | 1003600163327 | Chisinau municipality, Mircea cel Batrin Av.                |
| <b>LLC "CRISTAL-JSC"</b>             | 1003600017420 | Chisinau municipality, 19 Ginta Latina Street               |
| <b>LLC "REFINER-COM"</b>             | 1002607001223 | Floresti district, Gura Carmencii village                   |
| <b>ICA DE CONSERVE DIN CALARASI"</b> | 1003609004764 | Calarasi city, 3 Cararasilor Street                         |
| <b>TC. "DOLDAN GRUP" LLC</b>         | 1007600040743 | Chisinau municipality, 5 Iazului Street                     |
| <b>LLC "RTI-MARCET"</b>              | 1003600037433 | Chisinau municipality, 30/2 Dacia Av., app 8.               |
| <b>LLC "AVATARIX"</b>                | 1010600001885 | Chisinau municipality, 28/1 Zelinski Street                 |
| <b>LLC "CENAR"</b>                   | 1002600010251 | Chisinau municipality, 72 Columna Street                    |
| <b>LLC "NURI"</b>                    | 1002601002468 | Ialoveni city, 1 Cosbuc Street                              |
| <b>LLC "PAVIRAMUS"</b>               | 1003600072188 | Chisinau municipality, 73/1 Belsky Street                   |
| <b>TC. "VLADMETUS" LLC</b>           | 1003606011800 | Orhei city, 23 Iakira Street                                |
| <b>JSC "INTERAGROINVEST"</b>         | 1002600027608 | Hadaraui village, Ocnita district                           |
| <b>TC. "VEDVAND MEPEX" LLC</b>       | 1003600076924 | Negresti village, Straseni district                         |
| <b>TC. "VERCAN GRUP" LLC</b>         | 1004600017667 | Floresti village, Straseni district                         |

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| <b>LLC "OLMAR GRUP"</b>                     | 1003601000508 | Siret village, Strasenii district                                  |
| <b>LLC "NECTAR-EXPO"</b>                    | 1002600035100 | Chisinau municipality,<br>Stauceni village, 46 Nucarilor<br>Street |
| <b>LLC "BRAUS COM"</b>                      | 1009600041630 | Chisinau municipality, 5 Mesterul<br>Manole Street, app.510.       |
| <b>LLC "APEX"</b>                           | 1002601003029 | Anenii Noi district, Merenii Noi<br>village                        |
| <b>SP "VRABSP V.V."</b>                     | 1003604013073 | Edinet city, 3 S.Lazo Street                                       |
| <b>LLC "EURO GROUP INTERNAȚIONAL" Î.C.S</b> | 1008600031285 | Chisinau municipality, 73<br>Belinski Street                       |
| <b>LLC "INOVA"</b>                          | 1004600007334 | Chisinau municipality 61/A<br>Armeneasca Street                    |
| <b>LLC "VICAUR-C"</b>                       | 1003603000971 | Cahul city, 33G, A.Mateevici<br>Mateevici Street                   |
| <b>LLC "CARAGHIOZ"</b>                      | 1002611000742 | RM TAU Gagauzia,<br>Tomai Village, 2, Sadovaya Street              |
| <b>LLC "AGROCHEMICE-TRANS" TC.</b>          | 1007602005634 | Balti Municipality, 3/A K.David<br>Street                          |
| <b>LLC "STEPRUS-FRIGO"</b>                  | 1011604000229 | Donduseni district, Pokrovka<br>village                            |
| <b>LLC "TONSUD"</b>                         | 1011603000853 | Cahul city, 48/3 Vasile Stroescu<br>Street, app. 21                |
| <b>LLC "EXPORT-MEPORT-NORD"</b>             | 1011604002843 | Edinet city, 84 Petru Rares<br>Street                              |
| <b>TC. "A. DODON" LLC</b>                   | 1003601005972 | Calarasi district, Sadova village                                  |
| <b>JSC "CONGRES"</b>                        | 1006600043024 | Chisinau municipality, 78 I.<br>Creanga Street, app. 47            |
| <b>SC "CHERBEROS" LLC</b>                   | 1007600027083 | Chisinau municipality, 2/1 Mihail<br>Sadoveanu Street, app. 72.    |
| <b>TC. "BINEȚE-LUX" LLC</b>                 | 1005605001080 | Leova District, Bestemac village                                   |
| <b>TC. "POM-EREM" LLC</b>                   | 1005605003785 | Hincesti city, 3 Mihail<br>Kogalniceanu Street                     |
| <b>LLC "VLATON-TRANS"</b>                   | 1008600047831 | Chisinau municipality, 7/2 Mircea<br>cel Batrin Av., app. 38       |
| <b>LLC "REVENCO LOGISTIC"</b>               | 1010600003395 | Chisinau municipality, 8 Calea<br>Basarabiei Street                |
| <b>LLC "COVALIOVM.M."</b>                   | 1010603000993 | Cahul District, 137 K.Negruzzi<br>Street, app. 54.                 |
| <b>LLC "DORVALANDRO"</b>                    | 1008606000449 | Telenesti district, Mindresti<br>village                           |

**Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova**

|                            |               |   |
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| LLC "GG PRME"              | 1008600049525 | Chisinau municipality, Truseni village, 40 Tineretei Street       |
| LLC "SEDMEALEX-PRME"       | 1009604002756 | Ocnita District, Calarasovca village                              |
| LLC "TRANSGRUP-COMERCIALE" | 1011604001617 | Donduseni District, Arionesti village                             |
| Î.M. "APMOC" LLC           | 1003600102324 | Donduseni district, Arionesti village                             |
| LLC "AGROCULT-PRME"        | 1007602011464 | Glodeni district, Iabloana village                                |
| LLC "BIOPLANTPROTECT"      | 1011600036455 | Chisinau municipality, 13 Nicolae Melescu Spataru Street, App.188 |
| LLC "LUCVENTAS"            | 1003600021120 | Chisinau municipality, Codru town, 2 Gohberg Street, app. 86      |
| LLC "PLAI EXPORT"          | 1012604000891 | Ocnita district, Birladeni village                                |
| G.T "VICOL VITALIE"        | 44824598      | Floresti district, Cuhurestii de Sus village                      |
| LLC "SABCOB"               | 1008600038239 | Chisinau municipality, 19/1 Petru Zadnipru Street, app.94         |
| LLC "AMICUȚA"              | 1003600040734 | Straseni city, 11 Constantin Stamati Street                       |
| LLC "SALVIANA"             | 1002602004148 | Balti municipality, 79 Bulgara Street, app. 25                    |
| LLC "PREDIUS GRUP" TC.     | 1005600049904 | Straseni city, 13 Toma Ciorba Street                              |
| PEASANT FARM "MÎRZA ELENA" | 29387619      | Glodeni district, Iablona village                                 |
| LLC "ORCHARDTRUCS"         | 1008604006665 | Edinet city, 45 Iu. Gagarin Street                                |
| LLC "VINDICUM"             | 1003600029757 | Chisinau municipality, 59 V. Belinski Street                      |
| LLC "AGROROSI-SV" TC       | 1006604006694 | Edinet city, Cepeleuti village                                    |
| LLC "AGROEXME"             | 1003600165583 | Chisinau municipality, 16 Moscova Av., off. 194                   |
| LLC "KA-GRUP" TC.          | 1007607006267 | Floresti district, Domulgeni village                              |
| S.R.L "ALDONI-MEPEX"       | 1003600005676 | Chisinau municipality, 31 Tabacaria Noua Street                   |
| LLC "MAXIBOL" TC.          | 1005609002454 | Nisporeni district, Varzaresti village                            |
| LLC "FARM PROD"            | 1004600029422 | Stefan Voda district, Olanesti village, 62 Al. Cel Bun Street     |



**Study of transport services for the export fresh fruits and vegetables from the Republic of Moldova**

|                         |               |   |
|-------------------------|---------------|---|
| LLC "LIDERFRUCT"        | 1009607003592 | Soroca district, Racovat village                            |
| LLC "DACFRUCT"          | 1006606002335 | Orhei district, Sirota village                              |
| LLC "VICAM" F.P.C.      | 1003600061869 | Chisinau municipality, 67 Bucuresti Street                  |
| LLC "GIGACOM AG"        | 1003604011806 | Edinet district, Cupcini village                            |
| LLC "PANADERO"          | 1010602001270 | Falesti district, Glinjeni village                          |
| S.R.L "FRUIT NURSERIES" | 1004601000527 | Straseni district, Bucovat village                          |
| LLC "AGROTRIUMF"        | 1005604002851 | Briceni district, Colicauti village                         |
| LLC "АГРОАЛЪТ-ПЛЮС"     | 1012615000039 | 4 Kirova Street, Camenca city, TDS Nistrului                |
| LLC "ELMIRADA" TC.      | 1003600110000 | 1/2 Miron Costin Street, app. 37, Chisinau municipality     |
| LLC "CROCMAN VIN" TC.   | 1006600032347 | Chisinau municipality, Durlesti town, 31 Testemitanu Street |
| Î.M. "MAR DELICIOS"     | 1012600023852 | Anenii Noi district, Hirbovat village, 24 A. Negura Street  |
| Î.M. "TC VELES"         | 1012600009483 | Chisinau municipality, 1/2 Iazului Street, app. 32          |
| LLC "UNIT-OLMEP"        | 1011611000816 | TAU Gagauzia, 1a Lenin Street                               |
| LLC "GORGAN"            | 1009600018946 | Briceni district, Marcauti village                          |

**Source: [www.rosspotrebnadzor.ru](http://www.rosspotrebnadzor.ru)**

**Appendix 11. The offer with the cost of transportation and all necessary payments for the export of perishable goods in refrigerated sections by sea**

Cargo: **general**  
 Country, station of departure: **Moldova**  
 Country, station of destination: **Israel, Russia**

| Route of forwarding                  | Type of container | Calculated weight, tons | Cost USD/ container |      |
|--------------------------------------|-------------------|-------------------------|---------------------|------|
|                                      |                   |                         | Maersk              | ZIM  |
| Chisinau (MD) – CIF Vladivostok (RF) | 20' DV            | up to 23 tones          | 8 475               | -    |
|                                      | 40' DV            |                         | 11 900              | -    |
| Chisinau (MD) – CIF Haifa (IS)       | 20' DV            | up to 23 tones          | -                   | -    |
|                                      | 40' DV            |                         | -                   | 3850 |

**The cost of service includes:**

- Sea freight to the indicated destinations under FOB shipping terms;
- Cost of cargo handling (according to the tariffs of shorelines) in Odessa/Illychevsk port (UA);
- Forwarding operations at Odessa/Illychevsk port (UA);
- Expenses for cargo weighing at Odessa/Illychevsk port (UA);
- Expenses for customs X-ray surveillance in the port of unloading at Odessa/Illychevsk port (UA);
- Cost of transportation on the itinerary Odessa/Illychevsk port (UA) – Chisinau city (MD) - Odessa/Illychevsk port (UA) (return of damaged container back to the port);
- Simple trucking facilities for vehicular loading, unloading and customs clearance for up to 48 hours;

**Cost of service does not include:**

- the 78 USD/day cost for ship stay in port;
- keeping containers in the port of unloading and using the port infrastructure exceeding shipping terms (according to port tariffs)
- container demurrage and detention (according to the tariffs of shorelines)
- customs examination (if any);
- expenditures and fines occurring in the process of shipping out of reasons not depending on the shipper (incorrect confirming paper work by the shipper, and other cases).



The study is developed by "ProConsulting" LLC®

## Consulting Team

| Name:            | Position/Responsibility within the project | Signature |
|------------------|--|-----------|
| Ruslan Nastas    | Senior Consultant / Project Manager        | _____     |
| Anatolie Palade  | Director / Senior Consultant               | _____     |
| Radov Mariana    | Vice Director / Senior Consultant          | _____     |
| Olga Colesnicova | Expert                                     | _____     |

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